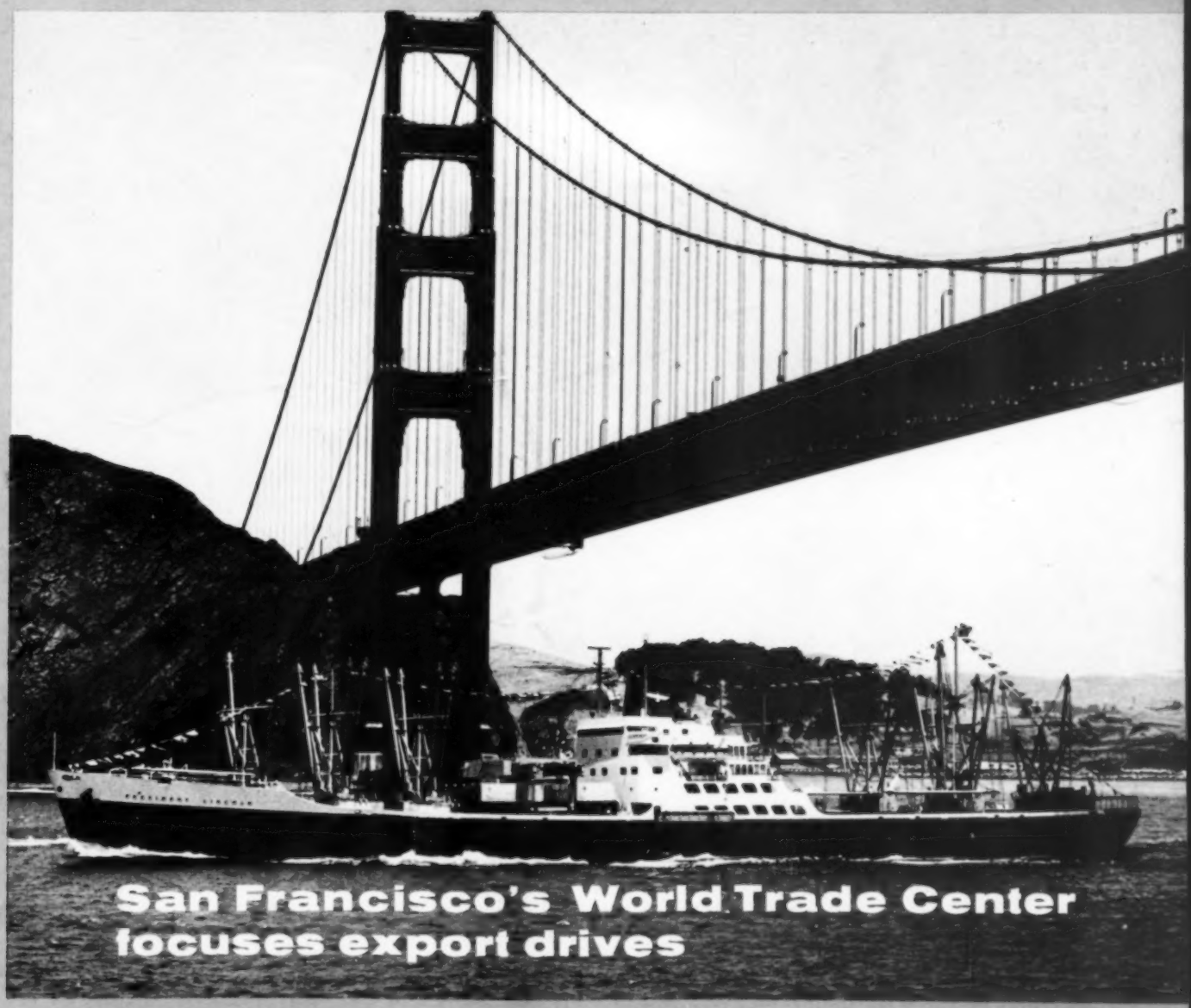
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 7, 1966



San Francisco's World Trade Center focuses export drives

BUSINESS MACHINES—Stenocord Corp., Los Angeles, is in the unusual position of a distributor which has acquired the factory it represented. The corporation has acquired all of the assets of Sued-Atlas Werke GmbH, the Munich, Germany factory that produces all Stenocord dictating machines and equipment. During ten years in this country, Stenocord has centered its operation out of the West Coast.

COAL—The Peabody Coal Co., St. Louis, announces that the Peabody operation in Australia will double its production to meet the growing needs of the Japanese steel industry. Capacity of the mine in Queensland will be expanded to four million tons per year.

ENGINEERS—International business has been rising at a faster rate than projected for the Austin Company, Cleveland. At its annual meeting, the company announced that it entered 1966 with a substantial backlog. The largest single international contract signed in 1965 was for an iron ore beneficiating plant in Tasmania, Australia.

DRUGS—Eli Lilly, Indianapolis, reports dynamic development of its production facilities in Sydney, Australia since 1960. The subsidiary is now Australia's leading exporter of pharmaceuticals and is undergoing construction which will double its size.

COATING RESINS—General Electric Co., Pittsfield, Mass., announces the appointment of Societe Francaise d'Organo-Synthese of Neuilly, France, as a distributor for Methylon coating resins in France, Belgium, Luxembourg, and the Netherlands.

HOSPITALITY—Intercontinental Hotel Corp., New York, will participate in a 600-room, $7 million economy class hotel for Beirut, Lebanon.

DIVERSIFICATION—The 3M Company, St. Paul, announces various construction projects among the company's diversified operations for completion in 1966 are located in Australia, Brazil, Canada, France, Japan, Mexico, Netherlands, New Zealand, United Kingdom and Venezuela.

Business Bulletins
from around the world

FINLAND—Government, several private industrial associations, and educational institutions are cooperating in program to provide professional training for nation's leading export executives. New Export Schooling Foundation provides export management seminars, export-technical courses, export commercial language courses to qualified Finnish businessmen. Foundation also initiates research on trade promotion techniques.

FRANCE—January-November 1965 imports from U.S. ($984.2 million) lagged 4.8% below those of first 11 months of 1964. Total French imports aggregated $9.323 billion, increase of 2.1% above January-November 1964. U.S. share of total French imports declined to 10.6% from 11.3% in comparable period of 1964.

HONDURAS—Banco Atlantida announces formation by stockholders of new investment and development corportation, Fomento e Inversiones, S.A. de C.V., to make equity or risk investments. Capitalized at $250,000, variable capital company may deal in stock, bonds, real estate, place securities, and act as underwriter. Initial emphasis will be on capital growth.

ICELAND—1965 fish catch totaled 1.1 million metric tons, a 20% increase over 1964's record catch. Value of year's catch is $123 million. Almost two-thirds of catch was herring. Fisheries Assn. attributes excellent herring catch to modern boats, fish finding equipment.

KENYA—Industrial and Commercial Development Corp. of Nairobi and locally-established Israeli firm, Abico, (Overseas), Ltd., to set up pharmaceutical factory. Technical services to be provided by Abic Chemical Laboratories Ltd. in Israel. Plant will employ 85 workers.

SPAIN—Assets of group of affiliated Spanish companies manufacturing television and radio sets and marketing lighting products have been acquired by General Telephone & Electronics International, Inc. Group's assets consolidated within new company, Compania General de Telefonia y Eletronica S.A. which will operate as GT&E International subsidiary. Companies affected include Compania Elettronica Hispano Americana S.A., which assembles and sells TV and radio sets; Union Comercial Hispano Americana S.A., distributor of lighting products and Teleradio S.A. which has been organized to assemble TV sets in Ceuta, Morocco.

SWEDEN—Two major banks announce plans to expand overseas holdings. Stockholm's Enskilda Bank will acquire shares valued at $250,000 in Banco Brasileiro de Desenvolvimento of Sao Paulo. Enskilda Bank's participation intended to provide credit facilities for bank's Swedish clients doing business in Brazil. Another bank, Svenska Handelsbanken, reported to be seeking banking authority permission to acquire part ownership in Spanish development bank, Banco Urquijo, of Madrid. According to press reports, Svenska Handelsbanken plans to purchase convertible bonds valued at approximately $830,000 as step toward becoming shareholder in Banco Urquijo in 1967.

Consortium of companies being formed for exploiting possible petroleum resources in Baltic Sea, according to recent press reports. Consortium expected to be awarded exclusive rights to prospect for petroleum and natural gas in the continental shelf area of the Baltic under Swedish control. Mixed public-private venture reportedly involves three parties—LKAB, Government-owned corporation operating nation's large iron-mining properties in Lapland; Oljekonsumenterna, cooperative wholesale distributor of petroleum products; and A. Johnson & Co., which owns, operates refinery, several other industries here.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents, and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

Cargo outbound from San Francisco's Golden Gate sails aboard the SS President Lincoln, part of American President Lines' trans-Pacific freighter service. Cargo volume, mainly foreign export shipments, hit a five-year high at the port of San Francisco in 1965, 5.3 million tons. Similarly, air freight handled by the San Francisco International Airport tripled in the past few years. Airborne cargo jumped 41% during the first six months of 1965. The figures reflect the international activity of a leading exporting state in the Union. Playing an active role in this beneficial development is the San Francisco World Trade Center, an unusual office and exhibit building which INTERNATIONAL COMMERCE visits this week.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

February 7, 1966 — Volume 72, Number 6

FEATURES

2 Northern Californians find international commerce cornerstone to prosperity; San Francisco Center fosters world trade through Golden Gate

4 Trade mission to Eastern Europe sells California foodstuffs, machinery; group travels in five countries, reports $3.5 million worth of sales made on trip

6 President outlines objectives of international economic policies in 1966 in report to Congress, calls for reduction of world trade barriers

7 Right flavor, color and price make pear concentrate a sought-after product as base ingredient for fruit drinks in Latin America, Oregon firm discovers

8 Europe's consumers seeking more comforts and luxury in their personal cars, two auto shows reports from Frankfurt and Turin indicate

TRADE FAIRS AND CENTERS

10 Industrial modernization equipment to be displayed at Tokyo Trade Center; executive aircraft and accessories show scheduled for London Trade Center

12 Curtain rung down on one of Frankfurt Center's most successful shows—so successful it ran an extra day; future sales may reach $7.7 million

WORLDWIDE BUSINESS OUTLOOK

16 British market should continue to be receptive to sale of American products in 1966; little change expected from conditions prevailing last year

20 Formal opening of vast Volta River Project could mark beginning of new era for Ghanaian economy; power station expected to spark industry

INVESTMENT OPPORTUNITIES

21 Sudan drug firm, industrial consultant propose joint ventures with experienced U.S. companies; Brazilian paint firm seeks financial assistance

FOREIGN GOVERNMENT ACTIONS

23 EEC adjusts internal, external tariffs on agricultural products; variable levy items not included in changes; U.S. tobacco, canned foods affected

WORLD TRADE OPPORTUNITIES

24 Several countries seek bids
25 Leads for exporters
28 International representation
29 Leads for importers
30 Significant awards
30 Future construction
31 UN approves numerous projects
32 Visiting buyers and officials

New Books and Reports, page 32

SAN FRANCISCO'S WORLD TRADE CENTER

Bay area has export hub

Former ferry facility now generates commerce through many programs in city, abroad

By SUSANNE ROSCHWALB
Staff Writer

For Northern Californians, international commerce is a vital cornerstone to prosperity. The area's export-import volume totals over $1 billion annually—one of every three workers in the Bay Area resident population depends upon water-borne trade for his daily income. Preliminary figures for the year just ended show the Port of San Francisco handled a record 5.3 million tons of cargo.

Fostering world commerce through the Golden Gate is an unusual office and exhibit building—The San Francisco World Trade Center.

Number one

In the years since the Center was established California exports moving through the port of San Francisco have grown steadily. Now the state is No. 1 in manufacture of products made for export.

The programs and policies of the Center have grown as well. "The big news here at the Center," says State Coordinator Osborne Pearson, "is our overseas promotional efforts." The State of California approved the establishment of Trade Representative Offices overseas to provide California exporters with on-the-spot information about trade possibilities. The first of these opened in Mexico City in 1964.

"In the first year," says Pearson, "300 trade leads turned over to the World Trade Center were brought to the attention of more than 1,000 California manufacturers." Working with the U.S. Department of Commerce, the Center Authority is now planning a California pavilion for an American exhibition in Mexico.

The office of the State Trade Representative in the Far East opened in Tokyo in December. Japan accounts for about 30% of the State's foreign trade, and Taiwan, the Philippines and Hong Kong, account for almost 30% more of California exports. The Trade Representative in Tokyo will be a key link, keeping California businessmen in even closer touch with the Pacific Basin.

Moving ahead without stops is the spirit of the World Trade Center Authority and its Chairman Adolph Schuman, former Chairman of the Center. "We must be alert to new needs, to changing situations and to the competition of other states and other nations for those markets that we now have or that we seek," he says.

Deputy Director at the World Trade Center, Howard R. Stephenson, says, "We believe the Federal Government can never and should never have to do the whole job of export expansion. We are devoting our attention to this problem full-time."

Being the number one exporter requires a full community of assistance. San Francisco's Commerce Department Field Office Director Donald Creighton says, "With the efforts of the State in new viable programs and through the expertise of existing associations, the REEC, and the collaboration of both private and public facilities, new firms can be and are being assisted in new markets monthly, and established exporters are penetrating new markets. The strength in our program comes from our wide base of support."

Began as ferry house

The World Trade Center began as a piece of real estate on the San Francisco waterfront—a historic Ferry House whose original purpose ended with termination of ferry service across the bay, in the early nineteen fifties.

The idea of an export-import clearing house and exhibit building was presented long before the Ferry House became vacant. Leland Cutler and Olaf Hanson were among the early leaders in this endeavor, supported by the World Trade

WORLD TRADE CENTER LIBRARY serves more than 15,000 readers each year, a total that includes exporters, importers, legislators and transport officers.

Department of the San Francisco Chamber of Commerce.

In 1947, the California State Legislature created a new agency, the San Francisco World Trade Center Authority. The eleven-man Authority appointed by the Governor was given the responsibility to foster and develop domestic and international trade for the benefit of the State. After years of study and work by dedicated citizens, the World Trade Center, a $3 million renovation of the north wing of the Ferry House, was opened on May 23, 1956.

Clearinghouse

Housed within the colorful structure are more than 100 tenants engaged in export or import businesses. In the impressive Center foyer, approached through the glass-doored entrance, are the assembled flags of the world. Ascending ramps or double elevators may be used to reach the exhibit areas on the second floor and the offices and libraries on the third floor.

On the main floor are the offices of the World Trade Center management and the special reception and conference room for visiting dignitaries and trade delegations.

Japanese, German and Swedish arts and crafts are on view one week; American housewares are featured the next, in some of the ever-changing exhibits in the display cases.

Consulates here

The consulates of three nations—Denmark, El Salvador and the Philippines—have offices here. The Arab Republics have opened an information center.

Major trans-Pacific steamship lines serving Hawaii, the Far East and round-the-world trade routes have trade information offices and exhibits of their world-wide operations, for passenger and freight services.

Other trade and shipping services in the Center include cargo inspection; international construction, architecture and design; ship reporting service; traffic rate counseling; grain brokerage; marine insurance and admiralty law; and the foreign and domestic marketing operations of California food product and advisory groups.

Authority's office

The San Francisco Port Authority, which financed and owns the Center building, has its managerial headquarters and conference rooms here.

To provide California exporters with current information about trade possibilities, the World Trade Center Authority publishes two periodicals: "Trade Currents," a magazine of trade information and inquiries that goes to 3,500 subscribers world-wide, and "Trade Sources," a brochure of source materials available in the World Trade Center Libraries.

The Center is about to publish the first State Import and Export Directory of its kind. It will include more than 6,000 entries and will follow SIC classification.

Four libraries

The libraries were established by the San Francisco World Trade Center Authority in 1956. During the first year, the Industrial Development Library with current economic data about California was added by the San Francisco Bay Area Council. The Robert Dollar World Trade Library, added in 1957, contains publications from many countries of the world. The International Advertising and Marketing Library, the latest addition, came about through the efforts of the Advertising Association of the West.

CALIFORNIA'S man in the Far East seeking out trade leads for state exporters is Jack Tomlinson.

The Libraries are now maintained as a community service by the Trade Center, and cater to 15,000 visitors each year, including brokers, legislators, researchers, manufacturers, publishers, and teachers.

Thousands of sources throughout the world are assisting in developing the collection of trade magazines, books, directories and economic reports. This world-wide cooperation accounts for the availability in the library of a steady stream of current foreign trade information, and is assuring continued expansion of the Libraries.

ENTRANCE to the Center begins at the impressive flag-lined corridor (left); beyond it are two floors of exhibits and offices, and (right) third-floor libraries.

FACILITY of Pacific Vegetable Oil Corp., in Stockton, Calif., loads food products for export.

Trade mission to Eastern Europe sells West Coast State's products

Group finds markets for California foodstuffs, machinery; sees potential customers for U.S. goods throughout area

The California Foodstuffs and Food Processing Machinery Manufacturers Mission, which visited Yugoslavia, Hungary, Czechoslovakia, Poland, and Rumania last year, now reports that $3½ million worth of sales have been concluded as a direct result of the group's contacts. Additional orders are expected.

Agriculture is the largest single industry in California. The mission sees a potential market for U.S. products throughout the area visited.

Organized by the San Francisco Chamber of Commerce and approved by the U.S. Department of Commerce, the mission toured the five countries during a four-week period to promote the sale of agricultural products—especially citrus fruits, seeds, fats and oils—and food-processing equipment from California. The members visited several factories, some State trading enterprises, and a State farm.

In appraising their findings, the mission said of the Yugoslav market, " . . . it didn't take us long to learn how 'trade minded' these people were, and the desire they had to further increase all types of trade with the United States. They were interested in machinery, farm equipment and similar items which are in demand by all the East European countries, but there is a steadily increasing demand for U.S. edible oils and protein feedstuffs."

In Belgrade, members talked with officials of some of the enterprises through which trading operations are conducted. One of the largest dealing in agricultural products is CENTROPROM, which has facilities at the port cities of Koper and Solin for unloading bulk commodities.

Well-stocked shops

Hungary is a good potential customer for U.S. firms, the mission reports. Shops appear well stocked with all kinds of consumer goods, and in contrast to some East European countries, people were in the shops and making purchases.

Demand for soybean oil and soybean meal from the United States is expected to remain steady or improve. Hungarians are interested in buying oils such as linseed, castor, cocoanut and fish oils. Local bank officials and trading enterprise officials generally are good sources of information about current crop conditions.

The efficiency of many of Hungary's industries could be improved by modern U.S. machinery and equipment, the group observed.

Czech food needs

Czechoslovakia's increasing population, its heavy dependence on imported foodstuffs, and the need to raise the standard of living could mean potential markets in the coming years, the Mission says, especially for U.S. oilseeds, fats and oils, and high-protein feedstuffs.

The State trading corporation that handles oilseeds, fats and oils, and protein feedstuffs is the Koospol Foreign Trade Corp., 47 Dukelskyeh hrdinu, Praha 7. They are interested in soybeans and both edible and industrial fats and oils.

Czechoslovakians also are interested in a much wider range of goods, as concern for the consumer is stronger than it has been for many years.

Of the market in Poland, the mission says: The country needs fats and oils, feedstuffs and grains. Polish State trading enterprises want to trade with U.S. firms, and they especially want to establish direct connections. ANIMEX, Pulawska 14, and ROLIMPEX, Zurawia 32-34, both in Warsaw, are the State trading companies of interest to traders in vegetable and animal feedstuffs. DAL, Frascati 2, Warsaw, handles barter transactions.

As stressed by its "import for export" program, Poland needs to buy raw materials and machinery that will help expand its exports.

Business in Rumania

People along the thoroughfares, motor bikes in the streets, buyers in the shops—thus the mission describes Rumania. Business is there, according to the report, for U.S. suppliers of machinery and agricultural products. In some instances, the Rumanians may prefer to trade on a barter basis. PRODEXPORT is perhaps the most active Rumanian State trading company for agricultural products. Address: 5-7 Gabriel Peri St., Bucharest. CHIMIMPORT, 10 Bd. Republicii, Bucharest, handles industrial oils.

Rumania's industrial growth has been more rapid than that of any other country in Eastern Europe. Says Mission member Taylor, "My impression was that if U.S.

Some exports may require Department approval

As Department of Commerce export control regulations vary according to commodity and country of destination, specific prior approval may be required for export of some items to some of the countries visited by the California Trade Mission.

Also, specific prior approval of the Department is required before unpublished technical data may be exported to any of the countries visited, except Yugoslavia, even for the purpose of quoting on a proposed transaction.

Firms interested in these markets should confer with the Office of Export Control (BIC-8500) in the Bureau of International Commerce or with any of the Commerce Department Field Offices before conducting extensive negotiations. All contracts should be made conditional upon obtaining an export license when and if required.

traders give the Rumanian buyers the commodities they need at the ports they prefer, and this latter factor is very important, the Rumanians will pay the price the U.S. traders need to effect a transaction."

In trading with Eastern European countries, the mission suggests, U.S. suppliers might combine orders of several nations, for shipping convenience.

Want more tourists

All of the countries visited want to develop more tourist trade, which will in turn create a need for more agricultural supplies, the mission points out.

Howard R. Stephenson, former Manager of the World Trade Department of the Greater San Francisco Chamber of Commerce, was the coordinator of the Mission. Other members were:

Allen S. Gregory, Managing Director of International Machinery Corp. (Spain), operating component of FMC Corp.'s European subsidiary; James C. Taylor, Export Manager of Pacific Vegetable Oil Corp., World Trade Center, San Francisco; Theodore J. Garbeff, Chief Engineer, Diamond Walnut Growers, Inc., Stockton; Victor Trubowitch, president, Sun Crown Food Corp., San Francisco; John Sullivan, General Sales Manager, Mayfair Packing Co., San Jose; and Edward D. Weimortz, Vice President (International Division), Ferry-Morse Seed Co., Mountain View. Each member paid his own way.

James Taylor prepared the overall mission report. Ted Garbeff, who reported separately on the market for California walnuts, said in general of the countries visited:

"They are interested in learning more about what the United States has to offer in the way of products and commodities. . . . The future business and trade with these countries is encouraging."

United States trade mission to Rumania, Poland spurs interest

Group reports to more than 600 businessmen across the country

Last fall's U.S. Trade Mission to Rumania and Poland sparked substantial interest among U.S. suppliers in doing something about selling more goods to Eastern Europe.

This interest emerged clearly as the Mission, after its return, reported its findings to large gatherings of representatives of local business communities across the country.

From Dec. 1 through Dec. 14, the Mission talked with well over 600 businessmen—at conferences in Los Angeles, New York, Detroit, Chicago, Minneapolis, Boston, and Cleveland. Meetings are still being held by individual members in a number of cities.

A month on tour

The Mission composed of five businessmen, a Commerce Department official, and a consultant from the U.S. Senate Committee on Commerce, spent Sept. 18-Oct. 1 in Rumania and Oct. 2-16 in Poland visiting factories and installations and talking with businessmen and trade officials.

Pointing out that dealing in these countries means dealing with regimes, the Mission reported in the Nov. 15 issue of INTERNATIONAL COMMERCE that U.S. business will encounter new patterns, but that exporters' links there can serve broad goals.

Both nations acknowledge that U.S. products can help them. Mission members found potential markets in machine tools, electronics, and a variety of industrial equipment.

HELP FIND AGENTS

The U.S. Department of Commerce Sample Display Service helps U.S. businessmen find agents and distributors in developing foreign markets. The service is available in Nairobi, Kenya; Manila, the Philippines; Beirut, Lebanon, and Bangkok, Thailand.

PORT OF SAN FRANCISCO is gateway to Eastern Europe, among other regions, for California foodstuffs.

President to Congress: World Economics

From the text of the President's Annual Economic Report to Congress of Jan. 27, the following excerpt is a complete presentation of the section entitled "International Economic Policies for 1966":

These are the objectives of our international economic policies in 1966:

—to correct our remaining balance of payments deficit, so that the dollar will remain strong;

—to work toward reduction of trade barriers, so that all nations may reap the benefits of freer trade;

—to improve the international monetary system, so that it will continue to facilitate sound and orderly growth of the world economy;

—to press forward with the other fortunate nations in the great international task of our age: helping those countries now economically less advanced which are prepared to help themselves make rapid progress toward a better life in freedom.

BALANCE OF PAYMENTS

Decisive progress was made in 1965 toward reducing our balance of payments deficit. Though the results for 1965 are gratifying, we cannot afford to relax. We have not yet balanced our external accounts.

For 1966, external balance is our goal. It requires that:

- Business continue to cooperate wholeheartedly in following the strengthened guidelines governing capital flows announced in December;
- Banks and financial institutions maintain their excellent performance of last year;
- Businesses sell even more abroad this year, in spite of full domestic order books;
- Business and labor keep costs and prices stable in order to maintain the competitiveness of our goods and services in international markets;
- Government work vigorously to minimize the dollar drain abroad of its aid and defense programs as well as all other activities;
- The Congress pass the tax legislation I recommended last year to enhance opportunities for foreigners to invest in the United States;
- We intensify our efforts to encourage our own citizens and foreigners to travel in the United States. I am directing that high priority be given to these efforts.

TRADE

The year 1966 is the year when the world can take a giant step forward in liberalizing international trade by successfully concluding the Kennedy Round of negotiations to reduce trade barriers on all classes of products. The resulting growth of world trade and world income will benefit all countries, developing as well as industrial. The United States will bend every effort to get meaningful negotiations back on the track. This great venture in international cooperation must not fail.

We shall continue our efforts to improve the trade prospects of the developing countries by helping to stabilize commodity trade, by supporting regional integration among them where practicable, by providing access to markets, and by giving positive assistance to export promotion.

INTERNATIONAL MONETARY REFORM

As we achieve and maintain balance in our external accounts, dollars will no longer add to international monetary reserves as they have in the past. We learned long ago that we cannot rely on gold alone. The free world must look to new sources of liquidity—rather than to deficits in the U.S. balance of payments—to support growing international trade and payments.

We are, therefore, pressing forward with other nations

—to assure the adequate and orderly growth of world monetary reserves;

—to improve the adjustment of imbalances by both surplus and deficit countries;

—to strengthen the monetary system that has served the world so well.

I hope that the major industrial nations—and then the entire community of free nations—will reach an agreement that will make creation of new reserve assets a deliberate decision of the community of nations to serve the economic welfare of all.

ECONOMIC ASSISTANCE

We have molded our foreign assistance policies into more efficient tools with which to confront one of history's gravest challenges—the development of the impoverished but awakening and turbulent two-thirds of the world.

The United States stands ready to continue to assist those countries which have demonstrated their commitment to the task of moving their economies forward toward self-sustaining growth under freedom.

In recent years, I have consciously held back further increases in our foreign assistance request while we designed a lean but effective program to give maximum impact to each dollar we spend.

Today, we are ready to move forward with special emphasis on three areas in which the United States is particularly well qualified to help:

—*agriculture,* to stimulate food production where it fails to keep pace with spiraling populations;

—*health,* to strengthen millions who could contribute more fully to their own economic progress;

—*education and training,* to provide the modern skills needed for development.

Oregon-style pear nectar opens ready market in Latin America, where fruit drinks are the rage

Sabroso Co., with small working force, low overhead, tries various fruit concentrates, finds price and color crucial

For the Sabroso Co., the proof of the pear concentrate is in the drinking.

In its first year, the two-year-old Medford, Oregon, firm was almost entirely absorbed in providing fruit-juice drinkers abroad with pear concentrate as a beverage base. Now, the company is thinking of "adding a few other fruits" and perhaps going into baby foods.

Led by Robert Root, former Oregon legislator, three pear farmers and a lawyer organized the company and turned an apparent misfortune for their pear-growing valley into an opportunity for profitable international operation. A market for thousands of tons of juice-grade pears each year vanished as a California processor went out of business, so Root and his colleagues had a feasibility study made and Oregon pears—reduced to concentrate—were off for foreign shores.

Receptive

Latin America proved to be a most receptive market. "The people over there," Root observes, "drink fruit drinks like we drink cokes." In the semi-tropical Caribbean area—Trinidad, Venezuela, Panama, Costa Rica, El Salvador, Guatemala the Dominican Republic—sun-warmed, thirsty people were the ultimate consumers of nearly all of 85,000 cases of Sabroso product converted from some 7,000 tons of fruit. Although pears accounted for the lion's share, 10,000 of the 85,000 cases consisted of an apple concentrate made from Golden Delicious, which the firm also handles. Sabroso grossed more than $600,000, and all but two truckloads were shipped out of continental United States. Agriculture Department figures indicated that the Oregon firm in its first year accounted for more than 46% of U.S. pear-concentrate exports.

This development inspired the adoption of the "Sabroso" name by the company, which had originally called itself the Western Pear Concentrate Co. "Sabroso" is Spanish for "savory," "tasty," "palatable," "delicious," etc.

Competing in the Latin American market against drinks derived from guava, passion fruit, mango, pineapple, citrus, peach, apricot and apple—as well as against colas and ades—pear-nectar preparations outsold the others. Dunbar Carpenter, Sabroso's sales and public relations director, attributes this to the "very discerning tastes" of Latin consumers.

Bright to dull

The color of the product is an important and complicating factor in its marketing and the successful producer must have skill, luck and finesse, Carpenter emphasizes. When not well handled, he says, the nectar's color easily changes from a light yellow to "a dull, uninteresting brown" as a result of oxidation and enzymic action, killing buyer interest. The right color and the right price—the greatest demand being for 7-ounce cans selling for 10¢—have been the two prerequisites for Sabroso's success in Latin America, according to Carpenter.

A short 1965 crop of Bartlett pears forced a price rise which was felt most sharply in Sabroso's foreign market, where any increase above 10¢-for-7-ounces would necessarily have a "discouraging" effect. Carpenter speaks of this as causing a temporary reversal in the relative importance of the firm's domestic and overseas markets.

The Sabroso Co. expects Bartlett pears to continue as the pear-nectar industry's staple. At the same time it looks forward not only to better Bartlett crops but also to more and more use of Anjous and an increasing receptivity to Bosc pears, a home-grown Oregon fruit.

"The flavor," Carpenter notes, "has a strong appeal but it is very difficult to keep the product sufficiently free of specks produced mainly by the russet skin. And specks are second only to color in importance." He adds: "Actually, I think the Bosc pear has a much better flavor than the Bartletts. . . . We hope to be able to re-educate the canneries about pear color in the future. . . ."

Sabroso hopes to branch out into marketing peach and apricot concentrates and is seeking to develop suitable sources of supply. It regards Golden Delicious apples as an excellent product and looks for bigger opportunities in that field. A good suply of Italian plums in the northwestern United States has prompted Sabroso to experiment with frozen-plum processing, showing that it is possible to obtain a "good, bright color." Blackberry, boysenberry and other berry concentrates are said to offer possibilities.

The company's vision extends beyond the beverage field. Fruit concentrates can be used in baby foods. "That's one area we hope to get into," company president Root reports. "We've been in contact with several baby food companies recently and they have shown some interest."

A small firm employing some 35 persons in the peak August-to-January season while two technical supervisors keep things running in between, Sabroso has low overhead and high horizons, both at home and abroad.

GOLDEN DELICIOUS apples—being sorted by Sabroso workers—are one of fruits processed by the firm.

European buyers moving toward luxury and automatic aids, two auto show reports indicate

Same story from Frankfurt, Turin fall events: sophisticated customer now shaping makers' plans

Emergence of the sophisticated buyer with demand for more comfort, luxury and more automatic devices is the highlight of assessments made of two recent major European auto shows, at Frankfurt and Turin.

A striking aspect of the Italian show was the relatively high number of women in attendance, estimated at 50% of the total. This supports the word from industry sources that the impetus for buying small cars in Italy now comes mainly from women.

Leader's report

At Frankfurt, the president of the Automobile Manufacturers Association of Germany, Wolfgang Thomale, spoke of growth momentum built mainly in the passenger car market, due to the rise in mass incomes.

He said growth of the West German commercial vehicle market had been severely retarded due to the long unsettled question of maximum weights and measurements. Turning to current questions, he saw the automobile industry in Europe presently undergoing a period of stagnation, but with long term prospects remaining good, as the market, with one car per 7.5 inhabitants, is far from saturated. He also voiced the industry's hope that the idea of a world-wide tariff reduction may still be realized.

German Chancellor Ludwig Erhard said the industry's above average growth rate has made it a key industry and a barometer of business activity since at present about 10 per cent of the Federal Republic's production and services are dependent upon motorization. The Chancellor voiced optimism, despite present setbacks, in the future of the EEC, which must be, however, in his opinion, accompanied by gradual world wide economic integration.

New trends

At Frankfurt, where 775,000 saw the 42nd International Auto Show, new models exhibited reflected the tendency of large manufacturers to offer as complete a range as possible, and those of small and medium sized firms to fill the gaps left by mass production techniques. This trend is a direct result of the stiffened competition among major producers for a larger share of the steadily expanding EEC market.

Principal new features of passenger car models of between 1-2 liter engine displacement were more horsepower, increased acceleration, higher speeds, disc brakes and more individual styling through all model lines. The number of models over 2 liters also grew and options included automatic transmissions.

In the commercial sector, technical improvements were primarily channeled into heavy duty vehicles due to the final settlement of the German question of maximum weights and measurements. Principal new features were increased horsepower, two and three axle vehicles and tilt cabs. In maintenance and repair equipment, more equipment for mechanizing testing operations and speeding up repairs was shown.

U.S. was there

American indirect participation has grown continuously. In most cases, sponsorship is left to the German or European distributor, licensee, joint venture partner, branch or manufacturing subsidiary, with inclusion of products of the U.S. firm. This reflects U.S. business' overseas marketing strategy which adapts American technology to the requirements of the European market. These bases are continuously being expanded to participate in the growth of the European automotive market.

The next auto show in Frankfurt is scheduled to be held from Sept. 14-24, 1967. The deadline for submitting space applications will probably be Dec. 1, 1966. Further information concerning

CROSS-SECTION OF EUROPEAN CARS is seen crowding the approach to a shopping center in Germany. New emphasis is on performance and conveniences.

the event may be obtained from the organizers: Verband der Automobilindustrie e.V., Frankfurt am Main, Westendstrasse 61.

At Turin the 47th International Auto Show drew 500,000 persons, and the atmosphere of confidence and optimism was in contrast to the uncertainty and gloom that characterized the 1964 show, when the industry was still feeling the effects of the severe anti-inflationary measures which had been taken by the Italian Government in 1964. Those measures had included a surtax on automobiles and restrictions on installment buying and had resulted in a sharp decline in auto sales in 1964.

Easier buying

It was at the 1964 show, however, that the Government announced the removal of the surtax; the remaining restrictions on automobile buying were removed in late 1965. In spite of the economic recession in Italy that continued throughout 1965 in some sectors, principally textiles and construction, the situation in the automobile industry improved gradually.

The general features of this year's exhibits were: a decided trend both in Italian and foreign autos toward automatic shift and power steering; a growing preference for cars with more powerful engines, particularly by enlarging piston displacement after the American example; more simplified maintenance; greater emphasis on sturdiness and comfort rather than smartness of body styles; greater interest in safety features; and more use of plastics in car interiors.

According to a survey conducted by Turin officials, only 30% of those who attended own cars, of these half plan to buy new cars in the near future; 48% do not own cars but intend to buy cars as soon as they can afford to; 20% do not feel that they could afford to buy cars; 2% have no cars and no interest in buying them.

Tops million

It appears on the basis of tentative statistics that Italy produced about 1,150,000 motor vehicles of all types last year, as compared with 1,090,078 in the previous year and 1,180,556 in 1963. The industry leaders in their statements during the show indicated general satisfaction with the recovery evident in 1965 and cautious optimism about the future. FIAT announced that for the first time in any one year, it would produce a million vehicles in 1965, and this figure was in fact reached in late December.

While recovery was evident in Italy's auto sector, the slump in truck sales continued and was apparent at this year's show. This was anticipated in view of the continuing slump in the construction industry.

Given the recovery in the automotive industry, American companies interested in entering or expanding in the Italian market should find the Turin Show an excellent medium for sales promotion.

Sales prospects for American made cars in Italy remain very limited because of size, price and taxation. Cars produced in Europe by American-controlled firms, however, are competitive and popular in Italy.

In the following fields American made automotive products should have appeal on the Italian market: automotive servicing and maintenance equipment, testing devices, automobile washing machines, machine tools for repair shops, automobile air conditioners, accessories such as fog lights, fire extinguishers for cars and garages, possibly small travel trailers, and a wide range of other accessories.

Several car exhibitors announced price reductions at the show. Triumph (British) announced a 10% reduction; Ford Anglia Torino, Morris Mini Minor and Skoda announced reductions of about 5%. It was widely anticipated that FIAT would do likewise, but FIAT announced no price reductions.

Exhibiting space at the Turin Auto Show is limited and always in great demand. Prospective American exhibitiors should apply for space early, and a year in advance is not too early. 60% of the exhibit space is already booked for next year. Also, hotel space in Turin is usually fully booked months prior to the November opening. Persons exhibiting at or visiting the auto show should make reservations as far in advance as possible.

The 48th Turin International Automobile Show has been tentatively scheduled for Nov. 3-13, 1966.

BOILER OFF FOR TOKYO—U.S. longshoremen load high pressure components for the largest steam boiler ever to be installed in Japan. It was shipped to the Tokyo Electric Company. This is the second Universal Pressure boiler for Tokyo Electric and the third for Japan furnished by Babcock and Wilcox.

Industrial modernization equipment to be featured at Tokyo Center

American firms sold $10 million worth of equipment in four categories last year, and market is growing

Modernization, the byword of Japanese industry, can spell profits for American manufacturers of specialized equipment.

To help U.S. firms sell in a market which continually seeks new ways to boost production, the Bureau of International Commerce will stage an export expansion show at the Trade Center in Tokyo, May 17-27.

BIC's recent Japanese market survey pinpointed trade opportunities in four specific categories—process control computers, industrial control components, fluid power systems and components, and industrial filtration equipment.

U.S. firms sold about $10 million worth of equipment in these categories in Japan last year, and the market is growing.

Japan's phenomenal economic growth in the past 10 years is unique among industrial nations of the world. Almost every area of the economy has shown tremendous expansion. Japan now ranks first in shipbuilding, second in electrical and electronic products, third in steel, fourth in paper, paperboard and motor vehicles and sixth as an exporter.

Promising opportunities

Sales opportunities for U.S. products are especially promising for low-cost, compact process control computers; high-speed solid state AD and DA converters, multiplexers and solid state DC amplifiers; transducers, electrical controls, and unit controls including pressure switches, specialized thermostats and flow switches.

Also, actuators, chucks, indexers, low-speed motor and heat exchangers; filtraiton cartridges and plates; line filters for oils and other lubricants; clean work stations for assembling semiconductor devices, and specialized equipment for degreasing solutions for the metal-finishing industry.

Write: Bureau of International Commerce (code 8192), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WO 7-3363), or to any of the Department's Field Offices.

Additional information on trade fairs and trade center shows, unless otherwise noted, is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Colombian import policy may mean better prospects for Bogota fair exhibitors

The Colombian Government recently said at least half of the country's imports will not be subject to any licensing requirement.

The liberalized imports mainly will include items other than industrial machinery and equipment, a situation which may prompt exhibitors at the next Bogota international fair to show a broader range of industrial items.

Dates of the next fair are Sept. 1-20. The U.S. Embassy in Bogota says the prospect of a more liberal import policy may offer better sales prospects for U.S. exhibitors.

In terms of the countries participating and space occupied, the 1966 fair probably will repeat substantially the experience of the 1964 event, when more than 2,000 firms from 30 countries had exhibits.

The 1964 show, open to the public for the entire Aug. 30-Sept. 13 period, drew 1,180,393 visitors, including businessmen from all parts of Colombia and droves of curious public visitors. Exhibit representatives, however, generally were able to attend to any serious business visitors weekday mornings and early afternoons.

Most exhibitors had no difficulty selling all of the equipment brought to the fair.

U.S. products exhibited included Ford cars and trucks, Mack trucks and Allis-Chalmers tractors and construction equipment.

Aircraft show set in London Center; U.S. firms invited

Good sales prospects reported for navigational aids in U.K.

An executive aircraft and accessories show will be staged at the Trade Center in London, June 14-24. U.S. firms are invited to take part.

Exhibitors may arrange for demonstration flights of their aircraft at a nearby London airport; the Trade Center also has plenty of space for models, photo murals, performance charts and mockups, as well as light aircraft equipment.

U.S. commercial officers in Britain report good sales prospects for navigational aids. Of some 1,400 executive aircraft reportedly in Britain, about 170 are equipped with duplicated COM-NAV installations, 115 with COM-NAV sets without backup and 145 with VHF communications sets only. The remainder are not equipped with navigational aids.

Business opportunities for COM-NAV equipment include VHF multi-channel transceivers (low-drain, solid state types starting from 1 watt 4 to 6 channel sets with manual receiver tuning, progressing to higher-powered sets with greater channel capacity); inexpensive, lightweight, low-drain ADF; VOR/ILS airborne sets ranging from simplified versions to relatively complex, sophisticated varieties; two and three-axis type lightweight auto pilots, and inexpensive gyrosyn solid state compass repeaters.

Sales potentials also are favorable for panel instruments, including gyro-horizons, integrated display combinations, rate of climb indicators, air-speed indicators and altimeters, and for low-intensity airport lighting kits, VHF base station packages and simplified ground beacons or locators.

The United Kingdom has six international airports, 105 other major airports and 47 private airports which small aircraft may use. At the end of 1964, Britain had 7,815 licensed private pilots and 3,217 student pilots.

Write: Bureau of International Commerce (code 8194), Department of Commerce, Washington, D.C. 20230 (phone: area code 202 WO 7-4461), or to any of the Department's 42 Field Offices.

New inter-American center established in New York City

A Center for Inter-American Relations has been established in New York with support from U.S. businessmen.

Its founders hope the Center will become a focal point for private efforts at inter-American cooperation in such fields as economic and social development, commerce and trade, health and welfare, community and political affairs, science and technology, arts and letters.

Private organizations, wholly concerned with inter-American affairs will be invited to establish headquarters there.

David Rockefeller, president of Chase Manhattan Bank, is chairman of the Center. Members of the Board are Rene d'Harnoncourt, director of the Museum of Modern Art; William Barlow, president of Vision and of the Council for Latin America; August Heckscher, director of the Twentieth Century Fund; Edgar Kaiser, president of Kaiser Industries; Archibald MacLeish, poet and former Librarian of the Library of Congress; George Meany, president of AFL-CIO; George Moore, president of the First National City Bank; Forrest D. Murden, Jr., partner in Allen and Murden, Inc.; Arthur Ochs Sulzberger, president and publisher of The New York Times, and John R. White, vice-president and director of Standard Oil Co.

Francis Grimes, vice-president of Chase Manhattan Bank, will serve as treasurer and William vanden Heuvel as counsel.

BOATS AND AVIATION

The 3rd International Nautical (Boat) Show will be held Feb. 19-March 6 in the Plaza del Universo, Barcelona, Spain. The event this year will include a civil aviation section. Fair officials anticipate that some of the exhbitors also will station various aircraft units at the Barcelona Airport and at the Sabadell Airdrome.

ZAMBIAN FAIR

The Zambian World Trade Fair will be held July 1-4 in Ndola, Zambia. U.S. firms are invited to participate. **Write:** Zambian World Trade Fair, P. O. Box 1058, Ndola, Zambia.

'Country of skyscrapers and astronauts' sends colonial-style furniture to Cologne

Germans appear to like it, judging from opening day results; one firm sells entire display stock day before fair opens

The Germans expected modern furniture from "the country of skyscrapers and astronauts" but saw colonial-style instead —and appeared to like it.

Off-the-floor sales by the end of the Jan. 25-30 show totaled about $800,000. Estimated sales during the next 12 months are expected to be more than $3 million.

Firm representation agreements with five companies were negotiated, three of them with the finest specialty furniture store chains in Germany, the Consulate General in Duesseldorf reported. Two companies concluded licensing agreements, and a third was in process of negotiation when the show ended.

At least three U.S. exhibitors sold their entire display stock, one on the day before the Jan. 25-30 fair opened.

Other large orders estimated in the tens of thousands of dollars were placed the day before the show opened.

The Consulate General called the U.S. exhibit the "largest collection of U.S. furniture ever shown outside the United States."

Total bona fide trade leads developed on opening day were well over 300, the Consulate General reported.

At a press conference Jan. 24, William E. Stevens of Broyhill Furniture Factories told reporters and trade publication editors about the objective of the 16 U.S. exhibitors at the show and presented data on the U.S. furniture industry.

Stevens, acting as industry spokesman, is vice president in charge of sales for the Lenoir, N.C., firm. He is currently head of the Southern Furniture Manufacturers Association, one of the sponsors of the U.S. exhibit, and headed a 1965 furniture trade mission to Europe.

Other sponsors were the Bureau of International Commerce and the National Association of Furniture Manufacturers.

The U.S. theme, "America's Design Heritage from Europe," was chosen to demonstrate how current American designs, inspired by European classic styles, have a style all their own that is not available in Europe.

(See also this issue's back cover illustration on Early American furniture.)

WELCOME TO THE EXHIBIT, Theo Buraun, Lord Mayor of the city of Cologne, tells the U.S. participants at the opening day reception. At left behind the mayor is U.S. Ambassador George C. McGhee.

FOUR ADDITIONAL GIRLS were hired to handle the enormous number of visitors. Milton S. Kiver (below, right), president of the Kiver Publications, Inc., played a large role in enticing European businessmen to the show. He published a special issue of his magazine, *Electronic Packaging and Production*, and directly mailed 4,700 copies to potential buyers and businessmen. With him is Walter DeVerter, president of Dee Electric Co. (See last week's issue for story on efforts by Kiver, others in overseas advertising.)

The show that was held over

On Jan. 20 the curtain was rung down on the most remarkable exhibition ever staged at the Trade Center in Frankfurt—the Production and Packaging Equipment for the Electronics Industry Show.

Originally scheduled to run from Jan. 12-19, the show was extended an additional day because of the unusual interest shown by the electronics industry in Germany and the surrounding countries.

The nature of the show theme and the extremely topical interest in the field of electronics, particularly in Germany, undoubtedly contributed strongly to the record-breaking number of top-caliber visitors. At the end of the nine days a total of 2,344 visitors had been registered.

The beaming faces of the exhibitors, evident by the second day of the show, provided tangible hints that "a substantial amount of business was being transacted" and promising future trade contacts established. Potent off-floor sales of $343,750 were recorded, with projected sales for the next 12 months estimated at $7,773,000.

The immediate sales record far surpassed exhibitors' expectations, and the sales forecasts of the 38 participants attested to the heavy European demand for U.S. electronic packaging equipment.

Experts reported that the U.S. is five to seven years ahead of the rest of Europe in this field and will continue to enjoy the margin because U.S. public and private sectors are generous in providing funds for research.

TELEVISION COVERAGE on opening day provided an experiment of immersing a transistor radio in a freon-solvent emulsion with no harm to the instrument. DuPont Nemours received the free advertising. Above, engineering students see Unitek Corp.'s stored energy welding system in operation.

DAILY VISITORS averaged between 300 and 400 buyers and businessmen from all over Europe. Below is a crowded aisle next to the Hughes Aircraft Co. booth.

EXPORT EXPANSION DATES

Trade shows, missions are

The export expansion dates on these two pages tell you what to sell—and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows and national exhibitions, trade missions and the Sample Display Service.

Aggressive promotion is necessary to clinch the sale but the task is made easier by exposing your products in the five ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

► National exhibitions seek to portray economic and cultural advancement in the United States.

There is still time for a U.S. manufacturer to enter most of these exhibits, by **writing:** Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230, or **phoning:** Area Code 202 WO 7-5316 or 3137.

Some exhibits that are closed are listed, with the recommendation that company representatives may wish to visit them.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services Some are organized and financed by the U.S. Government. Others are industry-financed and industry organized and programmed with the help of the Government. American firms interested in selling abroad are invited to submit their business proposals to: Bureau of International Commerce, Trade Missions. Code 8210, Department of Commerce, Washington, D.C. 20230.

► The Sample Display Service, which puts products on view for 30 days, gives U.S. exporters low-cost service in Bangkok, Beirut, Manila, and Nairobi. This activity helps firms obtain local agents, distributors, licensees and investors.

Write: Bureau of International Commerce, Code, 8198, Department of Commerce, Washington, D.C. 20230.

Commercial and industrial refrigeration equipment. SPAIN. Excellent market opportunity to cash in on Spain's $148-million refrigeration plan to double facilities by 1968. Taxes and customs duties virtually eliminated on needed imported equipment. **U.S. solo exhibition, Madrid. March 7-17.**

Dental equipment and supplies. ITALY. Expanding market in this field offers chance for American firms to increase their sales. **Milan Trade Center. March 12-18.**

Machinery and equipment for agriculture, industry and commerce; education and communication aids; home and recreation furnishings. ETHIOPIA. "For a Better Life and a Stronger Nation"—theme of **U.S. national exhibition, Addis Ababa. March 20-April 9.**

Dental equipment and supplies. GERMANY. The German market, as the Italian, offers opportunities for the American exporter in this field. **Frankfurt Trade Center. March 23-30.**

Industrial and agricultural development. IRAN and AFGHANISTAN. U.S. trade mission. Business proposals should be submitted by Feb. 15. Mission is scheduled for **April 2-30.**

Commercial baking and specialized printing equipment. JAPAN. Opportunity for U.S. businessmen to take advantage of dramatic modernization and expansion programs in these industries, spurred by Japanese government. **7th Osaka International Trade Fair. April 9-29.**

High fidelity and stereophonic sound equipment. GREAT BRITAIN. Exhibition will feature a wide selection of the latest American recorders, amplifiers, speakers, stereo tapes and record albums. **London Trade Center. April 14-22.**

Textile, plastics, chemicals, food processing and wood products. CARIBBEAN AREA. U.S. trade mission. Business proposals should be submitted by March 1. Mission is scheduled for **April 16-May 14.**

Automotive maintenance and safety equipment. SCANDINAVIA. A fast growing market for advanced automotive maintenance, testing and repair equipment and for traffic signal and control devices is available for U.S. manufacturers throughout Scandinavia. **Stockholm Trade Center. April 19-24.**

Heating, refrigeration and air-conditioning. GERMANY. Over one million trade visitors from all parts of the world come to the Hannover Fair every year. Large discoveries of natural gas, broadening application of refrigeration techniques, and the large-scale introduction of air-conditioning in housing and industry make the European markets more promising than ever to American industry. **Hannover Trade Fair, U.S. commercial exhibition. April 30-May 8.**

"Plastics USA." GERMANY. The exhibit will include plastics production machinery and related equipment; plastics raw materials and compounds; selected semi-finished and finished products having proprietary production features. T. T. Miller, Chairman of the Board, Society of the Plastics Industry, is scheduled as technical consultant to the exhibition. **Frankfurt Trade Center. May 4-11.**

Security and fire prevention and protection equipment. GREAT BRITAIN. The U.S. exhibit will include burglar, fire and vehicle alarms, safes and security locks, personal call systems, computers, telephonic scramblers, valuable metal detectors, Regiscopes, pressure mats, microfilm, closed circuit TV, video tape recorders, central station controls, fire alarm batteries, sprinkler systems, fire tenders and related state-of-the-art devices. **London Trade Center. May 10-20.**

Manufactured diagnostic, surgical and therapeutic equipment. GERMANY. Germany's favorable business climate and the demand for better hospitals and improved equipment insure a promising market for U.S. manufacturers. **U.S. commercial exhibition. International Hospital Exhibition, Stuttgart. May 11-14.**

Metal finishing equipment. ITALY. Growing industrial recovery now demands rapid increases in capacity and techniques of both captive and job-shop electroplating and spray

ways to find new agents

painting plants. This market is technologically advanced and ready for automation and most recent innovations. **Milan Trade Center. May 17-23.**

Specialized industrial modernization equipment. JAPAN. Four specially selected categories of advanced industrial equipment have been earmarked as having unusually attractive sales possibilities. Process control computers, industrial filtration equipment, fluid power devices and specialized industrial components will be featured. **Tokyo Trade Center. May 17-27.**

Mechanics' hand and power tools, automotive testing equipment, engine maintenance and repair equipment. THAILAND. Rapidly expanding automobile market in Thailand needs hand and electric power tools, air or hydraulic tools and heavy machinery for garage and service stations. **Bangkok Trade Center. May 18-31.**

Advanced teaching and training aids. FRANCE. France is building and equipping new schools at an unprecedented rate. The Ministry of Education has demonstrated this interest by arranging for over 1,000 educators to attend the U.S. exhibition, at government expense. French industry, too, is expanding its training program, urged by a government tax that must be used for skill training. The market is particularly bright for sophisticated equipment, in which American manufacturers excel. **International Equipment Exposition. U.S. commercial exhibition. Paris. May 19-23.**

Instruments, components and computers. UNITED KINGDOM. The British Government is encouraging industry to modernize. The situation demands the importation of instruments, components, and computers. U.S. manufacturers, already suppliers at the rate of $30 million a year, can sell more. **I.E.A. exhibition: The Olympia, London. May 23-28.**

Industrial fasteners. SWEDEN. The U.S. commercial exhibition will feature advance mechanical fasteners and assembly equipment for Sweden's growing industries—particularly in the automotive, aircraft, electrical, engineering, timber, plastics and related fields. The show will include all types of labor saving equipment and devices of interest to the Scandinavian manufacturers in cutting production costs. **Stockholm Trade Center. May 25-June 1.**

Specialized machine tool accessories and precision gauging equipment. JAPAN. The most sophisticated and advanced U.S. machine tool accessories and precision gauging devices will be featured in this unique exhibition. The sales outlook for these items is particularly bright. **Tokyo Trade Center. June 14-24.**

Hotel, restaurant, catering equipment and automotive maintenance equipment. ISRAEL. The emphasis on attracting tourists by the Israeli Government will afford American manufacturers of this equipment an opportunity to sell in this market. A total of 5,500 hotel rooms are planned within the next five-year period. Of the $100,000,000 investment in this area, one-third will be underwritten by the Government. The increase in automobiles, buses, trucks and other vehicles will require upgrading of the automotive service and maintenance equipment necessary to keep these vehicles in operation. **International Trade Fair, U.S. commercial exposition. Tel Aviv. June 21-July 9.**

Business machines and office equipment. THAILAND. The continuing trend of new and modernized business establishments, factories and improved educational standards has contributed to a growing demand by Thai companies, schools, institutions and governmental departments for a broad range of these products. **Bangkok Trade Center. June 29-July 12.**

Dairy equipment. Modernization of dairy industries in Europe, with a continuous trend toward mergers of small and medium sized dairies, has created unusual marketing opportunities for U.S. manufacturers of dairy equipment, including bulk milk handling equipment, a field in which American industry has been leading for many years. **U.S. Exhibition, International Dairy Machinery Exhibition. Munich. July 4-9,** held in conjunction with the 17th International Dairy Congress.

Equipment and supplies for paper and film conversion. JAPAN. Promising sales opportunities exist in Japan for specialized paper and film conversion equipment. Although Japan is now a leading pulp and paper producing country, its conversion techniques have lagged behind international standards. **Tokyo Trade Center, July 12-22.**

Equipment for aviation industry. JAPAN. The overwhelming majority of aircraft registered in Japan are of U.S. origin. In what amounts to a built-in market, U.S. suppliers of aircraft maintenance and ground support equipment, communications, and navigation equipment will encounter a receptive audience. **Tokyo Trade Center, Sept. 19-27.**

IMPORTANT CONTACTS and sales were made by the Hobart Mfg. Co. at last year's German Industries Exhibition. D. Wehde, right, Hobart's Berlin agent, said their new KitchenAid model will be ready for mass sales in 1966.

UNITED KINGDOM

Receptive to U.S. goods

Persistent balance of payments problem dominates all economic measures

By HAROLD E. HALL
Counselor for Commercial Affairs
U.S. Embassy, London

The British market should continue to be receptive to the sale of American products in 1966, with little change anticipated from the conditions that prevailed during 1965.

The United Kingdom's economy continues to move forward, if at a somewhat laborious and erratic pace. Purchasing power should remain high in 1966 despite Government measures to restrain domestic consumption.

American products and the participation of American investment capital have become commonplace in the British commercial scene, and similarities in language, business methods and the commercial policies of the two countries continue to enable new American participants to enter the British market with a minimum of difficulty.

The most unfavorable element continues to be the deficit in Britain's balance of payments, which dominates the present actions and future aspirations of the British authorities.

Spokesmen for the British Government have described 1965 as "the year in which the battle for sterling was won". Pressures on the pound were contained, at least temporarily, through a network of international credits which provided insurance against speculative assaults.

Successive increases in the country's gold and convertible reserves during the last four months of 1965 pushed the total to nearly $3 billion, but much of this represented credit from the International Monetary Fund and foreign central banks.

Persistent

However, the balance of payments difficulties persist because of the U.K.'s substantial trade gap, large expenditures on overseas military programs, aid to less developed countries, and financing of investment projects overseas. Governmental prescriptions to remedy the deficit have produced everything from "disastrous disappointment" to "energetic enthusiasm" during recent months. At the close of the third quarter of 1965, the deficit on current and long-term capital transactions stood at $988 million—a large deficit, but well below that of 1964.

The United Kingdom's visible balance of trade during the closing quarter of 1965 was running at about half that of 1964. Exports in 1965 were up by 7% in value and nearly 5% in volume, with the most impressive rise encountered in sales to the United States, which increased in value by 23%.

Imports leveled out in the final quarter, and were only 1% higher in value and ½% higher in volume than in 1964.

The British Government has pledged to bring its overseas payments into balance by the close of 1966. Despite the successes in this direction in 1965, this still will require a herculean effort.

Obviously, an all-out attempt will be made this year to increase exports. British leaders are well aware of the United Kingdom's decreasing share of the expanding world market.

Ten years ago the United Kingdom supplied 20% of total world trade in manufactured goods. By 1960 this had declined to 16%, and estimates for 1965 placed Britain's share nearer to 14%.

May fall short

Many British economists predict that the growth in gross national product in 1966 will fall short of the 4% hoped for by the Government, and could be nearer 2 or 2½%. However, despite the obvious presence of certain adverse factors such as the likelihood of further price rises, only modest increases in production and productivity, and the continuing balance of payments problem, most British people are living better than ever.

The British Government's National Plan was released in September. The Plan is an "indicative proposal" calling for a

LONDON'S COMMERCIAL and private traffic ebbs and flows around the statue of Eros in Piccadilly. The British economic outlook for 1966 is generally good, but the payment balance could cause trouble.

7% annual increase in private investment in manufacturing and a 13% annual rise in investment in construction. It envisages a 3.4% average annual increase in output per worker, compared with an average of 2.7% from 1960 through 1964, and it aims at a 5½% annual increase in exports compared with a 4% yearly growth in imports.

The entire plan is postulated on a 25% increase in the United Kingdom's gross national product by 1970. The business community has reported to the Government what these objectives mean to it in terms of future production and trade, and in requirements for investment, labor, and materials.

The Government's price and income policy is part of a broad stabilization program including credit restriction and restraint on public expenditures. If implemented successfully, it could strengthen the competitive position of the United Kingdom in international trade.

Restraint is key

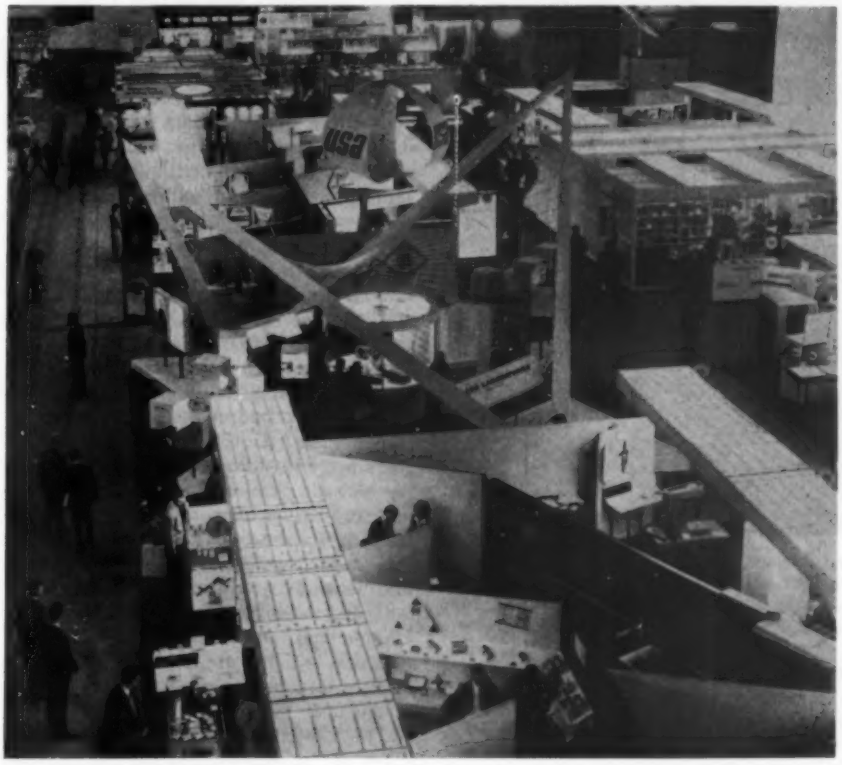
The policy is designed to restrain price increases and to keep wages and other earnings from rising faster than productivity. While it is not outright control over prices and earnings, it is an attempt to achieve stability through cooperative means. The primary issue will be in restraining the bargaining power of British trade unions at a time when labor is in short supply.

This labor shortage is another aggravating problem to those attempting to plan the United Kingdom's economy. The unemployment rate during the past 12 months has centered around 1½% for the United Kingdom. While this conceals an unemployment rate approaching 6% in Northern Ireland, it also reveals that in such industrially concentrated areas as London less than one person in a hundred is involuntarily out of work.

This tightness of the labor market has impeded the fulfillment of export orders.

Another factor of paramount importance in the sale of American products is that of consumer expenditure. Per capita income in the United Kingdom is only half that of the United States. While the average annual expenditure per person has increased by 25% in the past decade, this is a relatively modest improvement compared with gains recorded by other countries.

Credit has been tight in the United Kingdom for nearly a year. More stringent restrictions have been applied to installment buying and taxes have been increased. In fact, the Chancellor of the Exchequer's budget in 1965 apparently pre-empted a substantial share of pay increases. For consumer industries, 1966 should be similar to 1965, which saw turndowns in purchases of automobiles and many domestic appliances although total consumer expenditures increased.



THE INTERNATIONAL ENGINEERING EXHIBIT in London last spring furnished U.S. manufacturers with an ideal opportunity to introduce their latest products to the British engineering industry's buyers.

Changing pattern

The pattern of British consumer spending is also changing. These changes have been most dramatic over a relatively small front—transport, travel, modernization of living accommodations, and the development of a substantial teenage market group.

One out of three "working class" families owns a car. Approximately 19% of the decade's additional prosperity is believed to have been absorbed by expenditures on women's and infants' clothing and cosmetics. Food consumption trends have shifted from such British traditions as tea and fish toward instant coffee, frozen vegetables, and processed meats.

In 1955 barely 2 million people took a holiday outside of the United Kingdom, and by 1965 this total had climbed to nearly 6 million.

Children and teenagers now constitute nearly 40% of the British population, and teenagers set the pace for much of the nation's purchases of food, clothing, and entertainment.

Obviously, the American business community must plan its sales to the United Kingdom with a full awareness and appreciation of that country's changing consumption patterns. During the first nine months of 1965 the United States supplied 11.4% of the total value of the United Kingdom's imports, compared with 10.7% in the same period of 1964. The total value of United States exports to the United Kingdom in 1965 may slightly exceed the $1.46 billion total of 1964, but will not match the 27% increase in the value of United States exports to the United Kingdom in 1964.

Hard to measure

It is difficult to measure the effect of Britain's import surcharge on that country's total import picture in 1965, although the Government has estimated that the surcharge held imports down

NOT ROSIE THE RIVETER, but Priscilla the Prober: the girl is using a sensitive probe microphone to search out any sources of small residual cabin noises in one of Britain's three-jet Trident airliners.

by about $420 million. The total value of imports increased in 1965, despite the surcharge.

Despite British success in pushing exports, the United Kingdom's trade with the United States, the EFTA and EEC countries will probably continue to show deficits when complete 1965 statistics are available.

American and continental businessmen obviously have not regarded the surcharge as an insurmountable obstacle in selling to the United Kingdom, and there appear to be some members of the British Government who are disillusioned about the potency of the surcharge.

Any substantial worsening of the balance of trade would force the British Government to consider more restrictive measures against imports, but there does not appear to be any alternative to the surcharge that is palatable to the Government. One possibility would be to apply stronger deflationary measures such as using the tax regulator. Raising the surcharge back to its original rate of 15% would subject the Government to sharp criticism from other governments, and the application of a quota system would require a large and complex administrative staff.

It is more likely that the surcharge will continue unchanged through 1966, and that it will be supported by an increased effort to make more effective the present system of voluntary "containment" of imports by substituting domestic products for overseas products.

Regardless of the course of action which conditions may dictate, U.S. products offered for sale on the British market must continue to emphasize special quality and performance. In the United Kingdom's highly sophisticated market the uniqueness of a product usually is of short duration, and American producers and exporters must continue to use ingenuity in developing and marketing new products.

The British Government is giving high priority to its campaign to increase the sale of British products in the American market. The Duke of Edinburgh will open British commercial exhibitions in Los Angeles, Chicago, and New York in March, and Britain's new Trade Center will begin operations in mid-1966.

The British Government will backstop these programs by helping in the financing of trade missions to the United States and preparing of surveys of the U.S. market. Exporters will continue to get rebates for certain indirect taxes incurred, and beneficial credit and insurance terms will be available to British exporters. Commercial assistance to British businessmen will be strengthened at the 23 British diplomatic and consular offices in the U.S.

The United States Government's program of voluntary curbs on the outflow of U.S. investment capital has alleviated fears of "the domination of certain fields of British industry by American interests."

However, the United Kingdom continues to have the largest share of U.S. private investment in Europe, and such investments continue to be attractive to United States companies not only because they provide access to the British market, but also the markets of the European Free Trade Association and the British Commonwealth countries.

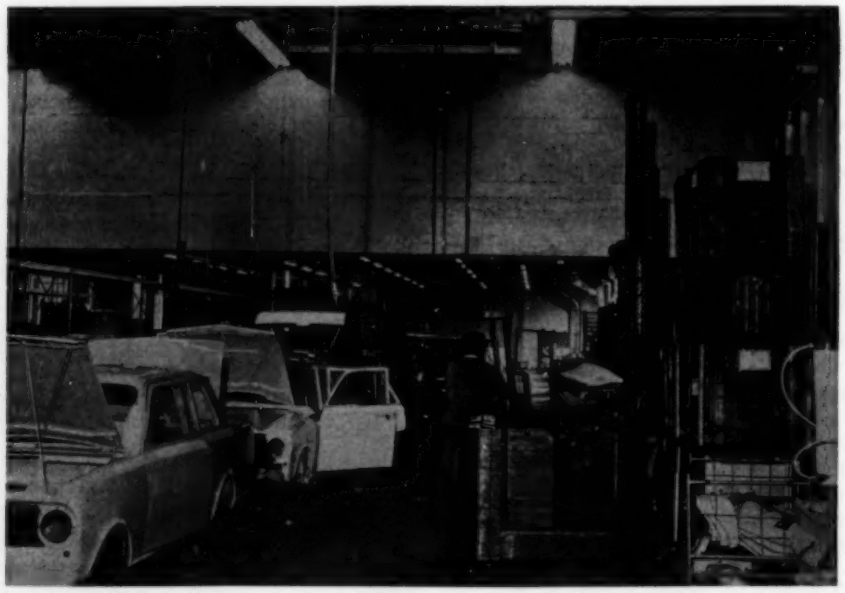
The British Government continues to welcome investment capital from the United States, but generally requires that new ventures, plant expansions, and factory modernizations be financed from funds brought from the U.S. or elsewhere, rather than from British capital sources.

A revision of the present Income Tax Convention between the United States and the United Kingdom was necessary because of fundamental changes made in the British tax system during 1965.

The rate of withholding tax on dividends moving between the two countries will generally be limited to 15% for both direct and portfolio investments. These arrangements will apply to the U.S. tax from January 1, 1966 and to the U.K. tax from April 6, 1966.

Most interest and royalties flowing from one country to the other will be exempt from tax in the country of origin, and a company paying such interest or royalties will be entitled to a deduction for the payments in determining its corporation tax. From the U.S. point of view, there will be virtually no unrelieved foreign tax.

The new proposals must be ratified by both Governments.



THE ASSEMBLY LINE at Vauxhall's Luton works. Higher productivity is a key ingredient in the U.K.'s drive to revitalize industry and wipe out its persistent balance of payments problem by the end of 1966.

Jamaica attracted 24 new firms in 1965; even more expected in '66

Caribbean nation sets up trade center to display goods in U.S.; processing firms needed to end reliance on imported foods

Twenty-four new industries were established in Jamaica during 1965, the largest number for any year since the Caribbean nation's industrialization program began in 1952, according to the Jamaica Industrial Development Corporation.

Large American corporations which commenced new operations during the year included:

- Esso Standard Oil Co., which opened an oil refinery in 1964, established a lube plant early in 1965, completed plans for a bagasse plant, and became a joint member of a consortium organized to erect and operate a fertilizer plant and produce and process food.
- International Telephone & Telegraph Company, which started production of telecommunications equipment at its new plant.
- Goodyear Tire & Rubber Co., which is manufacturing tires, tubes, and fabricated rubber products.
- The Fuller Brush Company, which started manufacturing its products for both the domestic market and for export.
- Sterling Drug International, which will also manufacture for both domestic and export markets.

Anticipating an even faster rate of increase in new industry formation in 1966, the JIDC said it already has 20 additional manufacturing companies due to start operations during 1966, producing a wide range of products: from footwear, hosiery, pharmaceuticals, dental cream, shoe polish, confectionery and a dozen other direct consumption goods, to steel bars and sheets and synthetic resins used in paint manufacture. More food-processing factories are expected as a result of the Jamaican Government's policy of encouraging food production and processing in order to lessen dependence on food imports.

The increasingly closer relations between Jamaica and the United States were reflected in the establishment of a JDIC trade center in the United States and the Formation of a Jamaican-American Chamber of Commerce. Located in New York's Pan American Building, the trade center displays Jamaican products and facilitates the establishment of relations between Jamaican producers and U.S. importers.

A Deputy Director of JIDC attributed Jamaica's rapid industrial growth to "the tax exemption and other incentives offered by our government; our island location at the hub of the Caribbean, close to Central and Latin American markets; our strategic position in the Sterling area; our forward-looking policy of sound economic planning, and our traditions of political and fiscal stability have together combined to attract more than 100 overseas companies. As a result, industrial manufacture is playing an increasingly important role in our country's economy."

CACM's internal trade rose 46% in 1st half of '65

Central American Common Market (CACM) internal trade expanded 46.3% to $64.2 million in the first six months of 1965, compared with the same period of 1964. Guatemala, El Salvador, and Honduras led area trade with exports of $17.1, $22.6, and $12 million respectively, while their imports were $16.4, $20.7, and $11.3 million.

Manufactures, foods, and chemicals accounted for 86.9% of total trade, amounting to $28, $18.1, and $9.7 million respectively. Trade in manufactures increased by $10.3 million, in foods by $4.2 million, and in chemicals by $2.6 million. Thus, manufactured goods and semi-manufactures continue to reflect the Common Market's growth.

The spectacular growth in CACM trade since 1961 reflects the substantial removal of the area's internal trade barriers, the exchange of goods of existing plants, and the rapidly expanding output of easily produced new items.

As the Common Market attains greater maturity the region's internal trade might well slow to a less spectacular pace as growth becomes dependent on the creation of new and more costly industrial and agricultural capacities. However, there is no indication that this point has yet been reached.

Need a hand?

What can the Government do to help a business compete successfully at home or abroad?

The U.S. Department of Commerce provides a long list of answers in a new publication, "Aids to Modernization—A Guide to Government Services," issued by the Business and Defense Services Administration (BDSA).

The publication is the third of a series designed to spur market expansion by encouraging management to modernize both plant and business practices.

The first four chapters of the new publication identify the Federal agencies that assist the businessman in finding new markets, obtaining technical assistance, financing modernization and expansion and locating skilled workers. The fifth deals with tax benefits.

"With the growing awareness that obsolescence can lose markets, and therefore profits, industry is devoting greater attention to the history of the problem and the methods that have been used successfully to overcome its effects," Forrest D. Hockersmith, Acting BDSA Administrator, says in a foreword.

Write: U.S. Department of Commerce. Washington, D.C. 20230. Price: 25 cents.

Chilean bank outlines use of AID Form 75

The Chilean Central Bank has announced that the use of Agency for International Development Form 75 will not become mandatory until March 15. although U.S. exporters may begin using the new form before that date.

Form 75 must accompany all U.S. shipments to Chile, whether AID-financed or not, and will replace other AID forms used for the same purpose. The Central Bank had previously decreed that the use of the new form would become compulsory on Jan. 1.

Bolivia lowers duty

The Bolivian Government has reduced the duty on imported automobiles for taxi use.

These vehicles will be assessed at 60% of the statutory rates of 73 or 83% of c.i.f. value, depending upon the weight of the vehicle.

WATERS OF THE VOLTA RIVER back up behind an earthen barrier at the Volta Dam site. Ghana's leaders expect great things from the new dam. The other major part of the Volta River Project, a privately owned and operated aluminum smelter, is expected to go into operation in April 1967.

Ghana hopes opening of Volta River project brings new economic era

Power station expected to spark industry, end cocoa's dominance; privately-owned aluminum smelter will complete project

The formal opening this month of the vast Volta River Project, the largest economic undertaking in Ghana, could mark the beginning of a new era for the Ghanaian economy. The multi-million dollar Volta hydroelectric scheme ranks as one of the major engineering feats of its kind in the world and opens up a variety of prospects for the future economic development of Ghana.

The Volta River Complex, engineered by the Kaiser Corporation of America, is divided into two parts: the Volta River Dam and Power Station at Akosombo, which is publicly financed by the Ghanaian Government, the World Bank, the U.S. (AID and Export-Import Bank), and the U.K.; and the aluminum smelter at Tema which is financed entirely by American private investment assisted by Eximbank loans and guarantees from the U.S. Government. The smelter is being constructed and operated by the Volta Aluminum Company (VALCO), which is 90% owned by the Kaiser Corporation and 10% by the Reynolds Metals Company.

The Volta River Authority placed the hydroelectric project at Akosombo in commercial operation in September of 1965. The major elements in the $187-million project are a 2,100-foot long, 370-foot high main dam (Akosombo); a 1,155-foot long, 120-foot high saddle dam; a power station of 512,000 kw. initial capacity; and a 410-mile transmission system to supply power for domestic and industrial users in southern Ghana.

The aluminum smelter will use over half of the total power produced by the first four generators at Akosombo, but other potential industries will also be able to draw on the Volta Project for power.

The project also permits a large scale program of agricultural development leading to the diversification of an economy presently dependent on cocoa. For example, the river's resources could be developed to support an irrigation scheme for the cultivation of rice, sugar cane and other cash crops; to supply fish on a commercial basis; and to provide ample supplies of water for domestic consumption and for industry in general.

The Volta Aluminum Company Limited (VALCO), a privately-owned Ghanaian Company, was established by Kaiser and Reynolds to own and operate the aluminum smelter. The smelter, which is about 25% completed, is expected to create work for some 3,500 Ghanaians and provide Ghana with a primary source of aluminum, thereby reducing imports and possibly leading to new export markets which could produce needed foreign exchange.

The plant is designed for an initial capacity of 115,000 short tons of aluminum a year. Production is expected to begin by April of 1967.

Japanese sign air pact opening Siberia route

Siberia will be open to international commercial aviation for the first time this summer, under an interim civil air agreement between Japan and the U.S.S.R. that will inaugurate Tokyo-Moscow service jointly by Japan Air Lines and the Russian line Aeroflot.

The first planes will be Russian craft, probably TU-114s, using Russian pilots but Japan Air Lines kimono-clad hostesses. The planes will bear markings of both lines. The Japanese line expects to be able to use its DC-8's later on the 4,931-mile run.

Present air travel from Tokyo to Moscow is by way of Anchorage, Alaska, over the North Pole to Copenhagen, and then to Moscow, a distance of 8,640 miles, or via Hong Kong, Bangkok, India and Tashkent.

Lebanon raises tariffs on some paper products

Lebanon has increased the customs duty on several paper products and textile wadding.

The new ad valorem duties (with previous rates in parentheses) are:

Binders, with or without metal fasteners, 25% (18); sanitary paper, 25% (18); paper covers, napkins, handkerchiefs, towels and sanitary towels, 25% (18); and textile wadding, 11% (free).

Sudan drug firm, industrial consultant propose ventures

Two additional opportunities reported by U.S. Trade Mission

Two additional joint venture opportunities have been reported by the recent U.S. Trade and Development Mission to the Sudan.

According to the Mission, the proposal for a joint venture by a Khartoum pharmaceutical manufacturer represents a good opportunity. One purpose of the proposed collaboration is to expand production of the firm's present range of consumer pharmaceuticals. Another is to explore the possibilities of cosmetic and household insecticide manufacture.

An experienced U.S. pharmaceutical firm is asked for an investment of around $300,000, including a licensing arrangement and technical assistance. Present authorized capitalization of the Sudanese firm is approximately $506,000 of which $289,000 is reportedly paid up.

The Khartoum firm currently produces tablets, solutions, eye preparations, aerosol, ointments and powders. Some products are manufactured under license from German, British, Italian and Swiss pharmaceutical concerns. The bulk of the firm's present business is with the Sudanese Government. Consumption of pharmaceuticals in the Sudan is estimated at close to $6 million a year, with over 50% going to the Sudanese Ministry of Health. With construction of new health centers and hospitals, and growing private use, consumption is increasing.

For further details, **write:** Pharmaceutical Industries Laboratory, Ltd., P.O. box 156, Khartoum, Sudan. Attn: Dr. G. Shashati, Mgr. WTD.

U.S. experience needed

A Sudanese industrial consultant proposes joint ventures with experienced U.S. manufacturers to produce ethyl alcohol, tomato paste, dry cell batteries, refined gum arabic, and glucose and starch from millet.

The industrial consultant reportedly is a chemical engineer and was formerly in charge of the Industrial Section of the Sudanese Ministry of Commerce, Industry and Supply for four years.

According to the manufacturer, a U.S. partner in each of the five ventures would be offered a 50% interest in return for technical know-how and the following capital investments: ethyl alcohol, $30,000; tomato paste, $100,000; dry cell batteries, $125,000; refined gum arabic, $100,000; and glucose and starch from millet, $100,000.

In each case this capital participation would involve the furnishing of necessary machinery and equipment.

Write: H. Agabani, P.O. Box 1525, Khartoum, Sudan. WTD.

Mexican toymaker requests molds for injection machines

A Mexican manufacturer of plastic toys, hobby craft kits, and industrial and household articles would like to obtain molds to be used in its injection equipment for production of plastic toys.

The firm is willing to rent these molds or pay royalties on units produced.

This proposal is prompted by the firm's belief that it can develop a good market for a high quality line of plastic toys throughout Mexico and Latin America. According to the firm, it can arrange to have the molds brought into Mexico on a temporary admission basis.

Write: Plasticos Lodela S.A., Berlin 20, Mexico 21, D.F., Mexico. WTD.

HEATING BOILERS

License sought to manufacture heating boilers of steel for household gas burners by producer of electric, gas and coal kitchen ranges; household floor heaters for liquid and solid fuel; household steel heating boilers for liquid and solid fuel.

Write: Sieg-Herd-Fabrik GmbH., 591 Buschhuetten KR. Siegen/W., Germany. WTD.

ANTIBIOTICS

Manufacturer of supplies for the animal industry seeks sources of supply and know-how in the use of antibiotics and chemicals including cobalt, copper, molybdate, iodine, sodium fluoride, napthalene, magnesium trisilicate, sodium selenate, magnesium carbonate, methylene blue, B2, and iorn sulphate.

Write: Dr. Arthur Denning, Suite 1306, New South Wales Centre, 680 Fifth Ave., New York, N.Y. 10019.

Brazilian paint firm wants U.S. technical assistance, capital

Joint venture proposed for expansion, mass production

A Sao Paulo manufacturer of paints, varnishes and resins proposes a joint venture for expansion and mass production of new products in Brazil, and seeks technical advice and capital investment from a U.S. producer.

The Brazilian firm's annual production of paints, varnishes and resins, is currently around 400,000 gallons. Organized in October 1963, the company took over the business of a similar firm existing since March 1945. The firm's fully-owned premises, 5,600 square meters, are located in an industrial suburb of Sao Paulo.

Major market for the firm is Sao Paulo, but it presently distributes its products in the states of Guanabara, Minas Gerais, Parana and Rio Grande do Sul. It competes with large companies including subsidiaries of some U.S. firms.

Capable management

Reportedly, the firm is operating profitably, is under capable management and enjoys a favorable reputation in the business community.

It is suggested that interested U.S. firms study Brazil's Foreign Investment Law covering remittance of profits before contacting the Sao Paulo firm.

An English language copy is available without charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Write: Artex Tintas, Ltda., Caixa Postal 11501, Sao Paulo, Brazil. Attn: Dr. Reynaldo C. A. Sodre. WTD.

MACHINES, TOOLS

Swiss firm with well equipped plant for production of light engineering equipment seeks licensing agreement with U.S. firm to manufacture and sell machines, apparatus or tools in Europe.

Write: Paul Bruendler AG, Werkstaetten fuer Praezisions-Mechanik 8134 Adliswil near Zurich, Switzerland. WTD.

Thai interests want partner for pulp, newsprint projects

U.S. collaborator asked for financing, technical assistance

A new company, organized by an influential group of Thai promoters to construct a newsprint plant and a companion wood pulp mill, proposes a joint venture with an experienced U.S. firm.

Total cost of the project is estimated at $12 million. The promoters are expected to contribute about $2 million as equity financing. The U.S. collaborator is asked to put up an equal amount along with technical knowhow, and the balance of $8 million is to be borrowed from local banks and international sources.

The project involves construction of Thailand's first newsprint plant with two 40 metric tons per day newsprint machines and a separately located wood pulp mill with a 60 ton daily capacity of mechanical pulp.

The newsprint plant would be located near Bangkok and the wood pulp mill in northern Thailand where it would draw its raw material from a *Pinus Merkusii* plantation, to be established.

Machinery for the construction of the plants will be imported. Transportation, electric power, communications and water for the projected facilities are reported available.

Demand for newsprint in Thailand has been growing and indications are that this growth will continue.

It is reported that this project has a very high priority in Government planning and will receive tax and other investment incentives. Upon establishment of the facilities, it is likely that competitive imports will be discouraged.

To obtain further information, including a summary of estimates and projections for the project, **Write:** Thai Newsprint, Ltd., 633 Paholyothin Rd., Bangken, Bangkok, Thailand. WTD.

NEW PRODUCTS

An Australian firm seeks to manufacture new products such as floor and wall tiles, bathroom fittings, sewer pipe, white ware, pedestals and basins.

Write: Dr. Arthur Dening, Suite 1306, New South Wales Centre, 680 Fifth Ave., New York, N.Y. 10019.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

Brazilian shoe producer requests U.S. assistance in retailing products

A Brazilian firm producing leather, canvas and rubber shoes for men, women and children seeks a joint venture with a U.S. footwear manufacturer experienced in the footwear retail business. The firm wants a capital investment of $2 million to $3 million as well as know-how in U.S. mass production methods and retail distribution systems, with emphasis on the latter.

The shoe firm, founded in 1948, reports a 1965 production of 4.4 million pairs and states that it has received collaboration proposals from European companies but expresses a preference for association with a U.S. firm. Plant facilities are located in a suburb of Sao Paulo, and occupy over 150,000 square feet of covered area.

It is suggested that interested U.S. firms familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the local firm.

An English language copy is available without charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Washington, D.C. 20230.

Write: Industria e Comercio de Calcados Arco-Flex S.A., Caixa Postal 2126, Sao Paulo, Brazil. Attn: Vlastimir Arambasic. WTD.

Indian firm proposes venture in chemicals

An Indian firm seeks a joint venture with a U.S. collaborator to manufacture formic acid and sodium sulphate.

Total cost of the proposed project is estimated at $630,000. The U.S. partner is asked to supply necessary imported equipment and technical services valued at $168,000 to $210,000.

The proposed plant will have an annual estimated production of 990 tons of formic acid and 1,548 tons of sodium sulphate. A U.S. technician would be required for six months to a year. It is reported that the plant will be located in an industrial area near Cochin, on the Southwestern tip of India.

The site is reportedly served by first class roads, rail transportation is within four miles and an inland waterway connects the area with Cochin port. Utilities, services, and basic raw materials are also available.

The company presently operates principally throughout South India. It is a large concern with widely diversified interests, engaged in such industrial and commercial activities as manufacturing, exporting, and forwarding.

According to the firm, formic acid was not produced in India until 1965. Due to the high cost of importing formic acid, such industries as rubber and textiles have turned to substitutes. The company estimates that 80% of proposed production will be consumed locally and the remaining 20% exported.

Write: Aspinwall and Co., Ltd., P.B. No. 2, Cochin 1, Kerala State, India. ★WTD.

PREFABRICATED STRUCTURES

Firm specializing in boilerwork, plate and sheet metal construction such as expandable silos and mechanical feeders for silos seeks licensing rights to manufacture prefabricated structures for offices, housing and similar uses, medium and large sized swimming pools, and grain silos.

Write: Etablissements J. Martin & Cie, 15 rue de Paris, Breteuil, sur-Noye, Oise, France. WTD.

EEC adjusts internal, external tariffs on agricultural products

Variable levy items not included in changes; principal U.S. exports affected are tobacco, canned foods

The European Economic Community has made external and internal tariff adjustments on agricultural products other than levy items listed in Annex II of the Rome Treaty.

In compliance with Treaty requirements, the Member States took a further 30% step in the alignment of their external duties for agricultural products in a Common External Tariff (CXT), bringing them to a point 60% of the way to the CXT.

The Member States cut their internal duties another 10% so that for agricultural products liberalized in intra-trade maximum tariffs are now 40% of the 1957 rates and 35% for non-liberalized products.

The difference between the rate of reduction of internal agricultural and industrial tariffs is due to several decisions of the EEC Council which for industrial tariffs so accelerated the timing established by the Treaty that on last Jan. 1 only 20% of the basic duty levels of the Member States were left as against the scheduled 40%.

On the other hand, reduction of intra-trade duties on non-liberalized farm products was accelerated only once (Jan. 1, 1961, by 5%) and followed thereafter the regular schedule laid down in the Treaty. Reductions in internal tariffs on liberalized farm products as well as the adjustment of Member States external tariffs on all agricultural products toward the CXT followed the regular Treaty schedule.

Variable levy items (grains and their products, rice, pork, poultry, eggs, dairy products and beef) are not affected by the tariff changes. Beef is exempted from the Jan. 1, 1966 tariff changes because the adjustment duties applicable thereto (levy plus duty) follow an independent schedule laid down in the beef regulation.

The principal U.S. export products affected by these tariff changes as a result of the new 30% step in the alignment of national external tariffs on the CXT are raw tobacco and canned vegetables and fruits.

The following list shows in percent ad valorem the current external tariffs of the Member States and a comparison with 1965 (in parentheses) on certain canned vegetables and fruits of varying U.S. export interest within the Community. Alignment on the full CXT has resulted in somewhat lower or unchanged rates in Germany, our chief EEC market for this trade.

2002D Canned asparagus, F.R. Ger. 25.2 (27); France 22(22); Italy 19.6 (17.8); Benelux 22(22). 2002G Other canned vegetables (than mushrooms, truffles, tomatoes, asparagus, sauerkraut, capers and olives), F.R. Ger. 26.4(27); France 22.4(21.2); Italy 20.8 (18.4); Benelux 24(24).

2006BIIb Canned fruits with added sugar, net capacity 1 kg. or less, F.R. Ger. 25(25); France 29 (31.5); Italy 21.4(18.7); Benelux 25 (25).

Thailand removes licensing requirements on 29 items

Thailand has removed import controls on 29 commodities, including various food products, office supplies, textile goods, household wares, raw materials and miscellaneous manufactured items. Prior to this action, importers were required to apply for import licenses for these products.

Specific items affected include fresh water fish, vermicelli, potatoes, melon seeds, carbonated beverages, attap leaves, shrimp paste, crude oil, rattan, ink eradicators, stationery paste and glue, rulers, stationery clips and pins, rubber bands, gunny sacks, hessian cloth, rubber heels and soles, fireworks, insecticide incense in coils or sticks, glass bottles and jars, combs, soap containers, clothespins, coat hangers, veneer splint, glavanized iron sheets, tri-wheeled motor vehicles (shaft-driven), manikins, and shuttlecocks.

Lebanon requires licenses for certain shipments

The Government of Lebanon has released an up-to-date list of products requiring import and/or export licenses.

According to an unofficial translation, prepared by the U.S. Embassy in Beirut, industrial machinery, equipment and spare parts constitute the majority of goods requiring import licenses.

This group includes boilers, generators, internal combustion engines (for use in industry and agriculture), other engines, industrial pumps, compressors, furnace burners, electric and non-electric industrial and laboratory furnaces and ovens, refrigerating equipment, centrifuges, packaging machinery, agricultural machinery, food processing machinery, printing machinery, textile machinery; ore, metal, glass and ceramic working machinery, and certain machine tools.

Specific inquiries on products requiring import licenses may be addressed to: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Chile reduces waiting period for payments

The Chilean Central Bank has reduced from 120 to 110 days after shipment the compulsory waiting period before foreign exchange payment for imports can be made.

Following last year's elimination of all payments delays in excess of 120 days that could be attributed to the Central Bank's refusal to provide foreign exchange coverage, the Bank has now taken the first step to reduce the compulsory waiting period established during the 1962 exchange crisis.

The step was made possible by favorable balance of payments results in 1965 and a promising outlook for 1966.

Uruguay extends import restrictions another 30 days

The Uruguayan Government has extended for 30 days the prohibition against certain import items (mostly machinery and parts) in the 30% surcharge category. By decree of Oct. 18, 1965, the importation of these items was prohibited for 30 days, and the prohibition has been extended for successive 30-day periods.

World Trade Opportunities pages 24-32

Mozambique invites bids on construction of bridges

Mozambique's Director of Public Works is inviting two separate bids on the estimated $2.3 million construction of three major bridges on the national highway No. 1 being built between Lourenco Marques and Beira.

The second is estimated at $730,000 for the construction of five bridges on the rivers Mavuzi, Luia, Capoche, Cherize and Nhimbe on the important national highway No. 221 of the Tete District.

Bids must be submitted in Portuguese to the Special Committee for these projects, at the office of the Director of Public Works and Transport by 9 a.m., March 1 (for five bridges) and March 2 (for three bridges).

The above bid project, specification data and drawings can be examined during office hours at the office of the Secretary, Public Works and Transport, Lourenco Marques.

Due to a recent contract award for the highway section, construction of the Beira-Umtali Highway has started the Mozambique Government to speed construction on the above mentioned river bridges, for which payment will probably be made under the Interim Development Plan project works for 1966-67.

Some project information on each of the three bridges includes: Save River bridge—2,854 feet long with estimated minimum cost at $1.5 million; Buzi River bridge—1,600 feet long at $487,000; and Revue River bridge—1,045 feet long at $298,000.

Particulars and estimated costs on the above mentioned five river bridges includes: Luia River bridge—755 feet long; Capoche River bridge—755 feet long; Mavuzi River bridge—515 feet long; Cherize River bridge—345 feet long; and Nhimbe River bridge—217 feet long.

The minimum estimated costs of the first four bridges is about $663,000, while the cost of the last bridge is about $66,000.

Libya requests tenders on diesel power station

The Electricity Corporation of Tripolitania, Libya, has issued Tender No. 44, with a deadline of March 29 for the supply of three 2,000 kw and two 3,000 kw diesel generators with auxiliary equipment and switchgear, two 1,000-ton oil tanks with pumps and pipe works, and completely equipped workshop, civil engineering works including power station, workshop, office and control building, switchhouse, gatehouse and garage together with a residential site, roads, water supply and sewage disposal.

Copies of tender are available from the Electricity Corporation of Tripolitania, 1 Sharia Halab, Tripoli, upon payment of $112.00.

Brazil seeks bidders for power transformers

The Central Eletrica De Furnas S/A requests all interested manufacturers to submit applications of prequalification to bid for the manufacture and delivery of four 160 mva. transformers for operation on a 345 kv. transmission system.

The tender will cover the first stage requirements of the Estreito Hydroelectric Development Project on the Rio Grande near the town of Pedregulho.

This project is to be partially financed by an IBRD loan.

Applicants must submit such information as manufacturing experience, orders on hand, description of research, shop facilities available, probable delivery schedule and a financial statement.

A copy of the prequalification notice which delineates the information required from applicants is available to firms located in the U.S. from the Power and Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

Tobacco equipment wanted by Syria

The General Directorate of the Syrian Tobacco Monopoly, Damascus, Syria, has issued a tender for the supply, the supervision of the installation, and the start-up of machinery and equipment for humidifying, deleafing, cleaning, mixing, screening, baling and dehumidifying oriental tobacco. C & F offers must be submitted by Feb. 20.

Specifications in French are available on a short-term loan basis to firms domiciled in the U.S., from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Ecuador calls for tenders on bridges

Ecuador's Ministry of Public Works calls for bids from interested firms to construct two bridges in accordance with plans and specifications approved by the Ministry and Specifications No. FP-61.

The two bridges are the Los Monos and Estero Verde, situated respectively at Kilometer 8 on the Empalme-Milagio highway and at Kilometer 55 on the Duran-Tambo highway. The construction will be partially financed through an International Development Bank loan.

The deadline on Tender No. 33 PI-OP is Feb. 21, 4 p.m. local time, for interested firms to submit their bids prepared only in the Spanish language to Jefe del Departamento Legal del Ministerio de Obras Publicas, Ministerio de Obras Publicas, Calle Chile No. 1267, Quito.

A copy of specifications and plans can be examined in the Building Materials and Construction Industries Division, Rm. 4014, BDSA, Department of Commerce, Washington, D.C. 20230.

COMPUTE TRADE OPENINGS

The new American International Traders' Index of the U.S. Department of Commerce, now being completed, will use computers to speed up distribution of commercial information, including international sales and investment opportunities, to U.S. firms.

Australia wants power station boilers, buildings

Australia's State Electricity Commission of Victoria invites bids on two unit water tube boilers, buildings and associated plant for the Yallourn "W" Power Station.

The bid deadline is 3 p.m., May 2, and the contract Tender No. is 65-66/100, Contract Conditions B.7, for interested contractors to submit their tender form to The Secretary, State Electricity Commission of Victoria, 22-32 William St., Melbourne, C.1, Victoria.

The Building Materials and Construction Industries Division, Rm. 4014, Department of Commerce, Washington, D.C., has one book of the tender form specifications and drawings for examination only.

The contents of this book include tender form general conditions of tendering, additional conditions of tendering relating to bank undertaking, notice to tenderer and the specifications. The specifications category includes sections titled: boilers and auxiliaries; external pipework and valves; structures and buildings (including bunkers); electrical equipment; general technical requirements and tests; special tools and spare parts; work at site; general commercial requirements, transportation, additional work; programming of work; prime cost plant conditions relating to prime cost plant appendices to specifications; schedules, and drawings.

Prequalification bids asked for Japanese expressway

The Japan Highway Public Corporation, also known as Nihon Doro Kodan, is inviting international bidding or prequalification of contractors to bid on the construction of four sections of the Tokyo-Nagoya Expressway.

The four sections are listed as Projects "X, Y, Z and A" and prequalification documents must be submitted by Feb. 18 to the Contract Section, Procurement and Right-of-Way Department of the head office of the Nihon Doro Kodan, 1-13, 1-chome, Shimbashi, Minato-ku, Tokyo.

Contractors experienced in expressway construction are invited to submit bids. Contractors and interested firms located in the U.S. may obtain a copy of each highway announcement in more detail and a sample copy of an information form for prequalification of applicants for bidding on the Tokyo-Nagoya Expressway construction work by writing to the Building Materials and Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C. 20230.

Kenya will purchase telephone carrier systems

The East African Posts and Telecommunications Administration will shortly request world-wide tenders for the supply of 3-channel and 12-channel telephone carrier systems.

These systems will be used on open-wire lines and in very high frequency radio links. Tender No. DF 4298/3 (A) II.

Tender documents will be furnished by the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W. 1, to qualified, registered bidders.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crops

KOREA—Grains, primarily wheat and corn. Sungsan Trading Co. (commission agent), Central P.O. Box 859, Seoul. WTD 1/6/66.

161 Highway, street construction

● **LIBYA**—Construct 35-mile (approx.) road, Sebha-Murzuk, 1st stage Sebha-Godura. Indivisible tender No. 805, bid deadline 10 a.m., March 12. Terms and specifications available for U.S. $280 from Directorate General of Roads, Tripoli. Guarantee of $28,000 required with each bid submitted to Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt. Copy of tender notice available.★ (Telephone: 202-967-3601).

● Construct double carriage highway, 12 miles, from Benghazi to Benina. Indivisible tender No. 818, bid deadline 10 a.m. April 11. Documents, specifications, conditions and drawings (not returnable) available for U.S. $140 from Roads Dept., Tripoli. Guarantee of $56,000 required with each bid submitted to Secretary of the Board in the Ministry of Finance, Tripoli. Copy of tender notice available.★ (Telephone: 202-967-3601).

162 Heavy construction

● **IRAQ**—Construction, testing and start-up of a natural gas pipeline network to feed raw sour gas to Sulphur Recovery Plant under construction near Kirkuk; supply and deliver equipment and materials. Estimated project cost is U.S. $5.6 million. Bid deadline March 31. In general, work includes installation of 8 stations; a network of high test steel pipelines for approximately 8 km 36″, 3 km 28″, 31 km 24″, 7 km 20″, 3 km 16″ and 2.5 km 12″; gas pipelines terminal; and operation and maintenance of equipment. Terms and specifications can be purchased for U.S. $280 per two sets from Ministry of Industry, Baghdad, or at Consulting Engineers Office, Messrs. Techint, Compagnia Tecnica Internazionale, Via Cerva 46, Milano, Italy. Documents can also be examined in the Embassies of the Iraqi Republic in Washington, D.C., London, Vienna, Belgrade, Berne, Brussels, Paris, Tokyo, Rome or Prague.

201 Meat products

BAHRAIN—Frozen chicken; canned meats. Hassan & Habib, Sons of Mahmoud (importers, retailers, exporters, wholesalers, manufacturers, commission merchants), P.O. Box 302, Manama. WTD 1/5/66.

MALTA—Poultry, poultry products. Messrs. Borg Cardona & Co. (importer, wholesaler), 18 Britannia St., Valletta. WTD 1/7/66.

202 Dairy products

BAHRAIN—Butter. Hassan & Habib, Sons of Mahmoud (importers, retailers, exporters, wholesalers, manufacturers, commission merchants), P.O. Box 302, Manama. WTD 1/5/66.

203 Canning, preserving foods

BAHRAIN—Canned and frozen fruits and vegetables. Hassan & Habib, Sons of Mahmoud (importers, retailers, exporters, wholesalers, manufacturers, commission merchants), P.O. Box 302, Manama. WTD 1/5/66.

GERMANY—Canned fruit; dried fruit; canned meats; canned vegetables. Requests quotations f.a.s. San Francisco. A. & O. Kontor West GmbH. (importer, wholesaler), 188 Frankenstrasse, 43 Essen-Stadtwald. WTD 1/17/66.

209 Food preparations

BAHRAIN—Margarine. Hassan & Habib, Sons of Mahmoud (importers, retailers, exporters, wholesalers, manufacturers, commission merchants, P.O. Box 302, Manama. WTD 1/5/66.

● **IRAN**—Sturgeon fish without heads and tails of the Beluga, Assetra, and Sevruga types; 1,500 tons. Bid deadline March 16. Sherkat Sahami Shilat Iran, Ministry of Finance, Tehran.★ (Telephone: 202-WO 7-4794).

NETHERLANDS—Industrial tallow and fat, all kinds. N. V. Vereenigde Oliefabrieken v/h H. Spits & Zoon en H. de Haan & Zoon (importer, exporter, processor), 41 Graaf Floris-straat, Rotterdam-3. WTD 1/18/66.

220 Textile mill products

MALTA—Textile piece goods, fabrics, notions. W. J. Parnis England Ltd. (importer, wholesaler), 60 South St., Valletta. WTD 1/13/66.

221 Broad woven fabric mills, cotton

FRANCE—Cotton bath towels; cotton bedspreads; cotton or artificial textile bath mats. Direct purchase and agency. Europa-Sol (wholesaler), 75 Rue Jean-Bonal, La Garenne (Seine). WTD in preparation. Write direct to: Mr. Charles Schechter, 3124 Draper St., Philadelphia.

Cotton fabrics. Direct purchase and agency. Ets. Textiles Confectionneurs Reunis (whole-

saler), 33 Rue Beauregard, Paris 2eme. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Dacron fabrics. Direct purchase and agency. Ets. Textiles Confectionneurs Reunis (wholesaler), 33 Rue Beauregard, Paris 2eme. WTD in preparation.

228 Yarn, thread mills

IRAQ—Spun dyed rayon yarn on cones, rayon viscose filament yarn, bright bleached or natural nylon yarn, stretch nylon yarn, crepe viscose rayon yarn. Direct purchase and agency. Abdul Massih E. Jwaideh (importer, wholesaler, retailer, contractor, agent), 85 Saadun St., Baghdad. WTD 9/12/64.

229 Textile goods

FRANCE—All types of waste material resulting from production of nylon fabric. Requests replies in French. Paul Carbon (importer, dealer), 24 Rue Charles Quint, Roubaix 59. WTD in preparation.

JAPAN—Waste nylon stockings, no dark colors acceptable; periodic purchases. Yagi Tsusho Kaisha, Ltd. (importer, exporter), 52 Kitahama 3-chome, Higashi Ku, Osaka. WTD 2/10/65.

239 Fabricated textile products

GERMANY—Baby diapers, cotton; baby pants, plastic; cif European ports. Direct purchase and agency. Union Handelsgesellschaft mbH. (wholesaler, agent, importer, exporter), Gartenstr. 28, P.O. Box 180, 442 Coesfeld/Westf. WTD 1/6/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

241 Logging camps, logging contractors

GERMANY—American, especially "Oregon" logs. Logs for veneers: walnut, oak, hemlock. Otto Brielmann, Holz- und Furniergrosshandlung (importer, exporter, wholesaler), 78 Freiburg i.Br., Lehener Strasse 106. WTD 1/14/66.

249 Wood products

FRANCE—Household woodenware, all kinds. Direct purchase and agency. Europa-Sol (importer, wholesaler), 75 Rue Jean-Bonal, La Garenne (Seine). WTD in preparation. Write direct to: Mr. Charles Schechter, 3124 Draper St., Philadelphia.

261 Pulp mills

KOREA—Wood pulp. Hapshin Corp. (commission agent), Rm. 605 Dong Myung Bldg., 50 Sokong-dong, Chung-ku, Seoul. WTD 1/18/66.

262 Paper mills

IRAQ—Kraft paper for multiwall cement sacks according to American specifications 48C. Direct purchase and agency. S. Kaloustian (importer, wholesaler, agent, contractor), Munir Abbas Bldg., South Gate, Baghdad. WTD 8/7/65.

263 Paperboard mills

IRAQ—Kraft liner board and semi-chemical corrugated medium for corrugated board. Direct purchase and agency. S. Kaloustian (importer, wholesaler, agent, contractor), Munir Abbas Bldg., South Gate, Baghdad. WTD 8/7/65.

264 Converted paper, paperboard products

GERMANY—Paper, kraft liner; paperboard, corrugated, rolls; cif European ports. Direct purchase and agency. Urban Honnen KG (agent), 5071 Buelsberg, Post Altenberg. WTD 11/19/65.

HONG KONG—Sanitary napkins, second quality or waste; initial order 20,000 lb. Request quotations c&f Hong Kong. Tai Hing & Co. (importer, exporter, retailer), Third Fl., Flat A, Island Bldg., 439-445 Hennessy Rd., Hong Kong. Cable: AMICAL. WTD 1/13/66.

275 Commercial printing

AUSTRALIA—Travel posters for sale to retail outlets for decorative as well as travel promotion purposes. Direct purchase and agency. Australian International Travelcentre Pty. Ltd. (retailer, wholesaler), The Carlton Centre, 55-63 Elizabeth St., Sydney, N.S.W. WTD 1/7/66.

281 Industrial chemicals

MEXICO—Methanol, alcohol, methylic, 150,000 gal.; pryidine, 99% purity, 55,000 lb.; sodium bichromate, 98/100 purity, 230,000 lb.; tetrahydrofurane, 105,000 lb.; methylmagnesiumchloride in tetrahudrofurane or Grignard's reagent in THF, 210,000 lb.; sodium hydroxide industrial, suds, 21,000 lb.; chloroform technical, 25,000 gal.; chlorhydrate hydroxilamine industrial, 21,000 lb. Productos Quimicos Naturales (manufacturer). P.O. Box 181, Orizaba Veracruz. WTD 10/28/65.

PAKISTAN—Coal tar dyes. Textile dyes: yellow, orange, alizarin. Ceramic colors; green, blue, red, brown, turkish blue; zinc oxide. Sharaf Din Mohd Ibrahim (importing distributor), Khand Bazar, Gujranwala, West. WTD 1/19/66.

Borax. Sharaf Din Mohd Ibrahim (importing distributor), Khand Bazar, Gujranwala, West. WTD 1/19/66.

282 Synthetic materials

FRANCE—Nylon and synthetic fiber wastes; regenerated carded nylon. Direct purchase and agency. Requests replies in French. Pierre Deprez & Cie (manufacturer), 71 Rue de Lille, 59 Tourcoing. WTD in preparation.

283 Drugs

AUSTRALIA—Antioxidants, emulsifiers, preservatives, stabilizers, enzymes for food processing use. Direct purchase and agency. Food Additives of Australia (importer), 203-209 Thomas St., Sydney. WTD 5/12/65.

ECUADOR—Veterinary products: serums, vaccines, antibiotics, vitamins. Requests replies in Spanish. Drogueria Latina S.A. (importer), P.O. Box 3632, Guayaquil. WTD 12/16/64.

MALTA—Drugs, drug proprietaries, druggists' sundries. The Malta Wholesale Drug Co. Ltd. (importer, wholesaler), 2 Windmills St., Valletta. WTD 1/13/66.

284 Soap, detergents, cleaning preparations, cosmetics

MALTA—Cosmetic preparations; interested in inexpensive competitive lines. International Trading Agency (importer, wholesaler), 110 St. Lucia St., Valletta. WTD 1/13/66.

285 Paints, varnishes, lacquers, enamels

PAKISTAN—Varnishes, for use in manufacture of printing ink for security printing of bank notes. Service Sales Corp., Ltd. (importing distributor), Room 229, Al-Falah Bldg., The Mall, Lahore. WTD 1/17/66.

306 Fabricated rubber products

● **BURMA**—Oxygen and acetylene hose, 24 each ⅜″ ID, 60 ft. lengths. Tender No. 13 (T)/MCY-POI/EXP(65-66), bid deadline Feb. 13. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-3381).

HONG KONG—Hard rubber pads for cutting press machines, 18″ x 18″ x 1″ and 18″ x 36″ x 1″. East Asia Protective Products, Ltd. (importer, exporter), P.O. Box 2766, Hong Kong. Cable: EAPRODUCTS. WTD 1/10/66.

307 Plastic products

SWITZERLAND—Plastic floors for factories and garages; epoxy-based alloy-mortar toppings and poured plastic surfacings. Direct purchase and agency. Volsa AG (importers, manufacturers), P.O. Box 10, 8623 Wetzikon 3. WTD 7/14/65.

322 Glass, glassware

AUSTRALIA—Bottles suitable for packing custom French perfume and men's toiletries. Mark Anthony International (wholesaler, manufacturer), 137 Sydenham Rd., Marrickville, N.S.W. WTD 1/10/66.

● **VIET-NAM**—Laboratory glassware and tools, 90 items, various quantities each item. Tender No. 2072-04016, bid deadline Feb. 16. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ Specifications available in French only. (Telephone: 202-WO 7-4387).

325 Structural clay products

FRANCE—Floor tile, structural clay. Direct purchase and agency. Europa-Sol (importer, wholesaler), 75 Rue Jean-Bonal, La Garenne (Seine). WTD in preparation. Write direct to: Mr. Charles Schechter, 3124 Draper St., Philadelphia.

326 Pottery, related products

FRANCE—Porcelain, china household kitchenware. Direct purchase and agency. Europa-Sol (importer, wholesaler), 75 Rue Jean-Bonal, La Garenne (Seine). WTD in preparation. Write direct to: Mr. Charles Schechter, 3124 Draper St., Philadelphia.

329 Abrasive, asbestos, miscellaneous nonmetallic mineral products

PAKISTAN—Grinding wheels, stone, emery powder, emery salts, luster polish, for use in manufacture of stainless steel surgical instruments. Union Surgical Co. (manufacturer), Court Rd., Sialkot, West. WTD 1/17/66.

331 Steel mill products

PAKISTAN—Stainless steel: bars, AISI-410; pipes, AISI-304; sheets, AISI-420; wire, AISI-410; for use in stainless steel surgical instruments industry. Union Surgical Co. (manufacturer), Court Rd., Sialkot, W. WTD 1/17/66.

332 Iron, steel foundries

● **ECUADOR**—Supply large quantities of copper and cast iron pipe and fittings for Sanitation Works Institute. Tender No. 5, bid deadline 12 M (local time), March 7. Financed by Inter American Development Bank Loan, payments made against shipping documents. Submit bids (Spanish preferred) to Jefe del Departamento Administrativo, Instituto Ecuatoriano de Obras Sanitarias, Avenida 6 de Diciembre—antes Montalvo—246 y Piedrahita, Casillo Postal 680, Quito. Specifications and list of materials may be examined in Building Materials & Construction Industries Division, Rm. 4014, Department of Commerce, Washington, D.C., or obtain copy from issuing agency above.

336 Nonferrous foundries

FRANCE—Household utensils, all kinds. Direct purchase and agency. Europa-Sol (importer, wholesaler), 75 Rue Jean-Bonal, La Garenne (Seine). WTD in preparation. Write direct to: Mr. Charles Schechter, 3124 Draper St., Philadelphia.

342 Cutlery, hand tools, general hardware

GERMANY—New types of hand tools and accessories, such as automobile body tools, gas welding lighters, soldering irons and tips. Manufacturer's agent requests offers with quotations cif German or Dutch ports. Direct purchase and/or agency. Dieter Roempler, 54, Broicherdorfstrasse, 4044 Kaarst. WTD 1/6/66.

PAKISTAN—Files, hand, 5″ to 14″, flat, round and bastard. Sharaf Din Mohd Ibrahim (importing distributor), Khand Bazar, Gujranwala, West. WTD 1/19/66.

Steel files, 4″ to 12″, flat, round and bastard; twist drills, ½″ to 1/64″; hack saw blades, 1″ to 12″ and ½″ to 12″; for use in stainless steel surgical instruments industry. Union Surgical Co. (manufacturer), Court Rd., Sialkot. WTD 1/17/66.

● Various types and quantities of diesel and electrical power laboratory equipment and tools, including wrenches, screwdrivers, coils, condensers, wattmeters, resistors, bench model ammeters, switches. Tender No. S-11/176/(65-66), bid deadline March 31. The Director of Supply, Government of East Pakistan, 48 Motijheel C.A., Dacca.★ (Telephone: 202-WO 7-5589).

● **TURKEY**—One cylinder reboring machine; assorted sets of wrenches. Bid deadline March 31. Ministry of Rural Affairs, (General Directorate of Land & Settlement), Ankara. English translations of specifications available from Modern Tercume Burosu, Menekse Sokak 20/7,Kizilay-Ankara, Turkey.

344 Fabricated structural metal products

● **IRAN**—Supply two high pressure boilers 60 cv (metric hp.)/HR, with burners and auxiliary equipment. Tender No. 44/1636, bid deadline March 5. The Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-4241).

● **JAPAN**—Supply penstocks to be used in Nagano Power Station, being constructed in Fukui Prefecture. Invitation No. KUZURYU-8, bid deadline April 11. The Electric Power Development Co., Ltd., 1-1 Marunouchi, Chiyoda-ku, Tokyo. One copy of specifications available for review only, not for loan, Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4241).

345 Screw machine products

PAKISTAN—Wood screws, 2″ to 16″. Sharaf Din Mohd Ibrahim (importing distributor), Khand Bazar, Gujranwala, W. WTD 1/19/66.

346 Metal stampings

FRANCE—Household utensils, all kinds. Direct purchase and agency. Europa-Sol (importer, wholesaler), 75 Rue Jean-Bonal, La Garenne (Seine). WTD in preparation. Write direct to: Mr. Charles Schechter, 3124 Draper St., Philadelphia.

348 Fabricated wire products

GERMANY—Rolled wire, in rope hoisting qualities, for cage hoisting in mines and for haulage uses; fob U.S. ports. Heinrich Puth KG. (manufacturer, exporter), 4 Sprockhoevelerstr., 4324 Blankenstein ueber Hattingen/Ruhr. WTD 12/17/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

353 Construction, mining, materials handling machinery

● **BURMA**—One dual drum 34 cu. ft. concrete paver, diesel or gasoline powered, crawler or wheel mounted; one self-propelled concrete vibratory spreader, form riding, diesel or gasoline engine, adjustable widths 20-25 ft.; one self-propelled concrete finisher, form riding, diesel or gasoline engine, equipped with 2 adjustable screeds, 20-25 ft.; one self-propelled longitudinal concrete finisher form riding, diesel or gasoline engine, adjustable 20-25 ft., including templates to produce required crown or rigid runway; 400 ft. of reusable concrete forms 10 ft. standard length by 10″-12″ depth; one portable aggregate batching plant, approximately 100 tons, 3 compartment bins, weigh-batcher; 2 concrete saws, gasoline engine driven; one portable form tamper, gasoline engine driven; one dump truck, 4-5 ton capacity, diesel engine, rear dump body; two years of spare parts for each item. Tender No. DPES. 44/66, bid deadline Feb. 20. Director of Procurement, Defense Dept., Rangoon.★ (Telephone: 202-WO 7-5566).

GERMANY—Mucking machines, mine; breaking equipment, coal; doors, automatic, coal mining; any new types of coal mining tools and equipment; cif European ports. Direct purchase and agency. Josef Peters KG. (wholesaler, agent), 11 Wilhelmstrasse, 4628 Luenen/Westf. WTD 1/6/66.

● **TURKEY**—3 crawler type loaders; 3 wheel type tractor loaders; 4 crawler tractor dozers, 65 minimum diesel hp.; one 2-ton shop hoist. Bid deadline March 31. English translation of specifications available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara; equipment for Ministry of Rural Affairs, General Directorate of Land & Settlement, Ankara.

354 Metalworking machinery

GERMANY—Jig boring machines. Direct purchase and agency. Gebr. Hoffmann Werkzeugmaschinen (importer, exporter, commission merchant, wholesaler), 5 Kaiserin-Augusta-Allee, 1 Berlin 21.

355 Special industry machinery

● **BURMA**—3 electric motor, bench mounted universal tool grinders; 4 electric motor chisel mortisers; 3 electric motor, push button type single end tenoners; 15 universal wood-working machines, suitable for wood planing and sawing various sizes of timber. Tender No. E. XI (T) MCY-PWC(M)/(65/66), bid deadline March 4. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● **INDIA**—One paper folding machine for parallel and cross foldings, 17½″ x 22½″ nominal sheet size. Tender No. 220/45/547/PL, bid deadline Feb. 25. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications available for $1.25 from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D. C. 20008. (Ref. No. D/ENQ/1957).★ (Telephone: 202-WO 7-5589).

KOREA—Textile machinery, related equipment. Chung Kum Products, Ltd. (manufacturer, exporter, importer), International P.O. Box 1027, Seoul. WTD 1/6/66.

Spectacle frame machinery. Chun Bo Dang Optical Co. (manufacturer, importer), 6, 2-ka. Chong-no, Chongno-ku, Seoul. WTD 1/18/66.

PAKISTAN—Electrolytical polishing plant for stainless steel surgical instruments industry. Union Surgical Co. (manufacturer), Court Rd., Sialkot, West. WTD 1/17/66.

● **TURKEY**—One lumber kiln unit with daily capacity of 25 m^3; one stacking machine, 1.5 ton min. capacity; one surface vibrator; one automatic saw sharpening and setting machine. Bid deadline March 31. Ministry of Rural Affairs (General Directorate of Land & Settlement), Ankara. English translations of specifications available for $10 from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara.

356 General industrial machinery

PAKISTAN—Ultrasonic apparatus for cleaning 100 surgical instruments of 8″ size in a single operation. By cleaning is meant removal, at end of assembly process, flux, polish and other chemical substances used in forging, shaping, and buffing of instruments. Union Surgical Co. (manufacturer), Court Rd., Sialkot. West. WTD 1/17/66.

357 Office, computing, accounting machines

AUSTRALIA—Offset duplicating and printing machines for office use. Direct purchase and agency. Ultramatic Systems Pty. Ltd. (importers, wholesalers, retailers), Box 1089, G.P.O., Sydney, N.S.W. WTD 1/6/66.

361 Electric transmission, distribution equipment

● **AUSTRALIA**—Supply of from one to three standard frequency quartz crystal oscillators for research laboratory. Tender No. C 1072, bid deadline March 3. Controller, Stores & Contracts, Postmaster-General's Dept., 3rd Floor, 380 Russell St., Melbourne, C.I, Victoria.★ (Telephone: 202-WO 7-2939).

● **EAST PAKISTAN**—Supply of miscellaneous 50 cycle electrical equipment consisting of

72 transformers, 6 motors, 7 motor-generator sets and 2 manual starters of various specifications. Tender No. S-10/181/182(65-66), bid deadline March 18. Procurement to be IDA financed. The Director of Supply, Government of East Pakistan, 48 Motijheel C.A., Dacca-2. Copy of specifications available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **SYRIA**—Supply of 231 miscellaneous transformers 115/220 v. and 230/400 v., 50 cycles with kva ratings ranging from 25 kva to 630 kva. Tender No. 1, bid deadline Feb. 24. Terms and conditions available for $28 per set from the Syrian Electricity Institution, Directorate of Financial Affairs, Contracts Division, Balkiss St., Damascus, S.A.R. Correspondence preferred in French.

362 Electrical, industrial apparatus

ENGLAND—Small geared motor units for use in timers or instrument mechanisms. Direct purchase. The Industrial Pyrometer Co. Ltd. (manufacturers), Gooch St., Birmingham 5. WTD 1/13/66.

● **TURKEY**—Supply one 30 kw and one 35 kw diesel generators. Bid deadline March 31. Ministry of Rural Affairs (General Directorate of Land & Settlement), Ankara. Specifications available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara.

364 Electric lighting, wiring equipment

● **BURMA**—Supply of 30,000 bakelite, 2-pole 10/15 amps., 250 v. switches with interlocked operating handles, complete with base and fuse bridge. Tender No. 19/EL(T)65-66, bid deadline Feb. 21. Divisional Manager, Trade Corp. No. 14 (Electrical Goods), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-4241).

365 Radio, television receiving sets

NIGERIA—Hi-fi and stereo equipment, including amplifiers, speakers, speaker systems, turntables, tape recorders, pre-recorded tapes. Desires exclusive agencies for new electronic retail division now being established. Witt & Busch Ltd. (importer, wholesaler, retailer), P.O. Box 17, Lagos. WTD 9/22/65.

366 Communication equipment

● **IRELAND**—Supply and installation of four 24-channel voice frequency telegraph terminals and nine 6-channel voice frequency telegraph systems. Tender No. C/513, bid deadline March 10. Engineer-in-Chief, Equipment Installation Section, Contracts Section, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

SWEDEN—Radio amateur equipment; radio components and technical material. Direct purchase and agency. Bejoken Import, Kjell Ekholm (wholesaler, agent), Box 1010, Malmo SV. WTD 1/11/66.

372 Aircraft, parts

FRANCE—Navigational instruments and aircraft spare parts. Direct purchase and agency. Requests replies in French. Societe Europeenne de Representation Aeronautique & Industrielle (importer, wholesaler, agent), 14 Rue Richer, Paris 9eme. WTD 7/17/64.

THAILAND—Spare parts for DC-3 Dakota, Vertol-107 and S-55 model helicopters. Requests prompt replies with price lists and catalogs. Tanarak Co., Ltd. (importer, distributor, manufacturers' representative), 14 Sup Rd., Bangkok. WTD 12/9/65.

373 Ship and boat building, repairing

SWITZERLAND—Boating equipment, such as steering controls, board instruments, deep sounders, bronze parts. Direct purchase and agency. Volsa AG (importer, manufacturer), P.O. Box 10, 8623 Wetzikon 3. WTD 7/14/65.

381 Engineering, laboratory, scientific, research instruments

● **TURKEY**—Supply of one conductivity tester; 5 glass probes; 3 nickel probes; 10 specific gravity tubes; 10 soil color charts; one incubator; 6 soil sample boring tubes; one set micro-Kjedahl; one colorimeter. Bid deadline March 31. Ministry of Rural Affairs (General Directorate of Land & Settlement), Ankara. Terms and specifications in English available for $6 per copy including airmail charges, from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara, Turkey.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Measuring and controlling instruments suitable for industry and laboratories. Direct purchase and/or agency. Cunz Radio Co. K.G. (importer, distributor, sales agent), 6 Frankfurt/Main, Niedenau 62. WTD 1/17/66.

384 Surgical, medical, dental instruments

● **CEYLON**—Supply of 1,000 dozen hypodermic syringes of various types and sizes; 11,000 dozen hypodermic needles of various gauges to fit above syringes. Bid deadline March 25. Ministry of Health, P.O. Box No. 500, Colombo. Copies of tender documents available from Embassy of Ceylon (Ref. No. 229), 2148 Wyoming Ave. NW., Washington, D.C. 20008.

395 Pens, pencils, office, artists' materials

AUSTRALIA—Thermal copying papers; thermal master sets for spirit duplicating. Direct purchase and agency. Ultramatic Systems Pty. Ltd., Box 1089, G.P.O., Sydney, N.S.W. WTD 1/6/66.

HONG HONG—Iridium points for fountain pen nibs. Hind Corp. (importer, exporter, wholesaler), 13 Hollywood Rd., Hong Kong. Cable: HINDCORP. WTD 1/3/66.

509 Wholesalers

ENGLAND—Battery lead scrap. Panex (International) Ltd. (exporter), Plantation House, Mincing Lane, London, E.C.3. WTD 1/13/66.

MALTA—Stationery, supplies such as pens, pencils, writing ink. Ellsgell Import Agency (importer, exporter, wholesaler), 51 Ta Xbiex Sea Front, Msida. WTD 1/13/66.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

FRANCE—Frozen and quick frozen fish, shellfish, all kinds. Jacques Froger de Mauny (commission merchant), 9 Rue des Charmilles, Taverny (Seine & Oise). WTD 7/1/64.

220 Textile mill products

FRANCE—Broad woven fabrics of cotton, woolen, nylon, other synthetics, for manufacture of men's and women's apparel. Knitted fabrics for manufacture of women's apparel. Cotton and wool non-woven fabrics. Requests replies in French. Ets. Jore (dealer), 21 Rue Georges d'Amboise, Rouen (Seine Maritime). WTD in preparation.

GERMANY—Upholstery fabrics, all kinds: cotton, wool, velour, nylon, rayon; any fabrics new to market. Agency only. Requests replies in German. Helmut Roebers Handelsvertretung CDH (agent), 8 Freiheitsstr. 4054 Lobberich. WTD 7/30/65.

227 Floor covering mills

GERMANY—Carpets, all kinds, wool-nylon or other synthetics, wall to wall, all sizes. Agency only. Requests replies in German. Helmut Roebers Handelsvertretung CDH (agent), 8 Freiheitsstr. 4054 Lobberich. WTD 7/30/65.

262 Paper mills, products

VENEZUELA—Newsprint. Sales agency for all of Venezuela. Requests replies in Spanish. Gines Garcia Barcelona (sales agent, importer), Aptdo. del Este 11390 Caracas, Avenida Libertador, sobre el Puente de Avenida La Salle, Residencia El Parque, Sotano, Los Caobos, Caracas. WTD 1/7/66.

283 Drugs

FRANCE—Pharmaceutical products of all kinds for sale in drug stores. Omnechanges S.A. (wholesaler), 80 Rue Taitbout, Paris 9eme. WTD 6/22/64.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

AUSTRALIA—Perfumes, fancy toiletries, beauty aids, suitable for sale in drug and department stores. Mark Anthony International (wholesaler, manufacturer), 137 Sydenham Rd., Marrickville, N.S.W. WTD 1/10/66.

287 Agricultural chemicals

PAKISTAN—Fertilizers: ammonium sulfate and urea. Importer and manufacturers' agent requests quotations c&f Karachi. Intrafin (Pakistan) 1963 Ltd., 2nd Floor, Tavern, Hotel Metropole, P.O. Box 3960, Karachi. WTD 2/9/65.

Fertilizers, complete mixtures: urea and ammonium phosphates. Importer and manufacturers' agent requests quotations c&f Karachi. Rana Tractors & Equipment Ltd., 5 Bandukwala Bldg., McLeod Rd., P.O. Box No. 5394, Karachi. WTD in preparation.

Fertilizers, urea and ammonium sulfate. Im-

porter and manufacturers' agent requests quotations c&f Karachi. Agha Yusuf & Sons, 9 Chartered Bank Chambers, McLeod Rd., Karachi. WTD 1/7/65.

289 Chemical products

GERMANY—Adhesives, especially adhesive for setting plastic tiles and for all types of flooring. Faul & Co. (importer, exporter, wholesaler, sales agent), 79 Ulm a.d. Donau, Postfach 509. WTD 1/21/66.

NEW ZEALAND—Fatty grey carnauba wax of fair average quality. Mr. W. H. Terry, Managing Director, William H. Terry and Co. Ltd., (manufacturers' representatives, importer), P.O. Box 294, Wellington. WTD 7/9/64.

307 Plastic products

GERMANY—Plastic floor tiles, other plastic materials for floor covering. Faul & Co. (importer, exporter, wholesaler), 79 Ulm a.d. Donau, Postfach 509. WTD 1/21/66.

PAKISTAN—PVC sheets for production of handbags and wallets. Importer and manufacturers' agent requests quotations c&f Karachi. Shezan Trading Co., P.O. Box 5234, G/2 Nensi Gopalji Trust Bldg., Kutchi Gali No. 2, Marriot Rd., Karachi 2. WTD 2/16/65.

314 Footwear

AUSTRALIA—Footwear, leather and fabric, casual and street, men's and women's, entire range except for highly specialized sports footwear. W.S.T. (Sales) Pty. Ltd. (importer, exporter, agent), 22 Jamison St., Sydney, N.S.W. WTD 1/19/66.

342 Cutlery, hand tools, general hardware

FRANCE—Marine hardware, instruments, accessories, including nautical equipment for sports crafts. Agency and distributorship for France or section thereof. Gersteen Entreprises (wholesale dealers, sales agents), 86 Chire-en Montreuil, Vienne. WTD 1/17/66.

352 Farm machinery

PAKISTAN—Cane wheel tractors, level graders, cane tillers. Requests quotations c&f Karachi. Engineering & Trading Corp. (Pakistan) Ltd. (importer, manufacturers' agent), 513 Qamar House, Bunder Rd., Karachi. WTD 1/20/65.

355 Special industry machinery

FRANCE—Woodworking machinery and tools; attachments and accessories, all categories, including light and medium duty equipment and supplies for industrial uses and artisan workers. Agency and distributorship. Requests replies in French. Etablissements Mothes-Masse ("Le Compas") (dealer, sales agent), 76 Quai des Chartrons, 33-Bordeaux, Gironde. WTD 1/12/66.

PAKISTAN—Machinery and equipment for production of P.V.C. molding compound. Importer and manufacturers' agent requests quotations c&f Karachi. Shezan Trading Co., P.O. Box 5234, G/2 Nensi Gopalji Trust Bldg., Kutchi Gali No. 2, Marriot Rd., Karachi 2. WTD 2/16/65.

358 Service industry machines

ITALY—Air conditioners, central station, self-contained; air conditioners, packaged, non-room, self-contained; for sale throughout southern Italy. Walter Child (sales agent), Casella Postale 68, Torre del Greco, Naples. WTD in preparation.

PAKISTAN—Refrigeration units, industrial. Importer and manufacturers' agent requests quotations c&f Karachi. Sungreen & Co. Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

Refrigeration units, industrial. Importer and manufacturers' agent requests quotations c&f Karachi. Eastinghouse International Co. Ltd., El-Markaz, 3rd Floor, Bunder Rd., Karachi 3. WTD 4/20/65.

363 Household appliances

NORWAY—Heating elements for percolators of stainless steel or aluminum, 220 v., 500/800 watts. Resistance wire for household and industrial heating elements, B&S 42-6. Sigma, Dahl & Co. (manufacturers' agent), 18 Uelandsgate, Oslo. WTD 1/12/66.

365 Radio, television receiving sets

FRANCE—Audio-visual and other machines for technical teaching. Requests replies in French. Lowendal-Diffusion (wholesaler, retailer), 20 bis, Avenue Lowendal, Paris, 7eme. WTD in preparation.

366 Communication equipment

ITALY—Intercommunication equipment, electronically and non-electronically amplified; for sale throughout southern Italy. Walter Child (sales agent), Casella Postale 68, Torre del Greco, Naples. WTD in preparation.

367 Electric components accessories

GERMANY—Electronic components, relays, diodes, demodulators, rectifiers, semiconductor devices, newly developed products in this industry; cif European ports. Obering. Armin Scholz, VDI-VDE (agent), 121 Koelnerstr., Opladen 567. WTD 11/10/65.

369 Electrical machinery, equipment, supplies

BRAZIL—Electromedical apparatus for use in neurology and cardiology only; agent desires exclusive representation for all Brazil. Socil Comercio e Representaceos Ltda., Caxai Postal 2741, Avenida Presidente Vargas 542, 21° andar, grupo 2105, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 1/21/66.

371 Motor vehicles, motor vehicle equipment

FRANCE—Automobile accessories, automotive spare parts adaptable to both European and American passenger automobiles; automobile gadgets, related supplies, particularly items suitable for use on sports cars. Agency and distributorship for France or section thereof. Gersteen Entreprises (sales agents, dealers), 86 Chire-en-Montreuil, Vienne. WTD 1/17/66.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Laboratory testing and scientific instruments. Importer and manufacturers' agent requests quotations c&f Karachi. Sungreen & Co. Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

384 Surgical, medical, dental instruments

BRAZIL—Instruments for cardio-vascular and neuro-surgery only; research and medical apparatus for use in neurology and cardiology only; agent desires exclusive representation for all Brazil. Socil Comercio e Representaceos Ltda., Caixa Postal 2741, Avenida Presidente Vargas 542, 21° andar, grupo 2105, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 1/21/66.

FRANCE—Absorbent cotton for sale in drug stores. Omnechanges S.A. (wholesaler), 80 Rue Taitbout, Paris 9eme. WTD 6/22/64.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 206, Loussac-Sogn Building, Phone 272-4551.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone 526-6000.

BALTIMORE, MD., 21202, Rm. 306, U.S. Customshouse, Gay and Lombard Sts. Phone Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 908 Title Bldg., 3030 Third Ave., North. Phone 325-3131.

BOSTON, MASS., 02110, Room 339, 80 Federal St. Phone CApitol 3-2913.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone 343-6181.

CHEYENNE, WYO., 82001, 4002 U.S. Federal Bldg. and Court House, 1136 Capitol Ave. Phone 634-3720.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone 828-4450.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone 241-7900.

DALLAS, TEX., 75202, Room 1398, 1114 Commerce St. Phone Riverside 9-0297.

DENVER, COLO., 80202, 16-607 Fed. Bldg., 20th & Stout Sts. Phone 297-4246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 309 Grand Avenue. Phone 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone 246-5530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1452 Kalakaua St. Phone 955-9777.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone CA 6-0611.

JACKSONVILLE, FLA., 32202, 512 Gunby Bldg., 208 Laura St. Phone Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2511, 911 Walnut St. Phone BAltimore 1-0700.

LOS ANGELES, CALIF., 90015, Room 1015, Western Pacific Bldg., 1031 S. Broadway. Phone 688-3830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone 534-3214.

MIAMI, FLA., 33130, Rm. 1408, Federal Office Bldg., 51 S.W. 1st Ave. Phone 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone 527-6546.

NEW YORK, N.Y., 10001, 41st Fl., Empire State Bldg., 350 Fifth Ave. Phone LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone 261-3285.

PITTSBURGH, PA., 15222, Room 2205, Federal Bldg., 1000 Liberty Ave. Phone 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 South St., Phone 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone MAin 5-4243.

SALT LAKE CITY, UTAH, 84111, 5302 Federal Bldg., 125 So. State St. Phone 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 635, 605 Condado Ave. Phone 725-4645.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone 583-5615.

Leads for Importers

Commodities are offered direct unless specified.

225 Knitting mills, products

PAKISTAN—Towels, all sizes and colors. Bashir Towels Factory (manufacturer), Mohalla Rasoolpura, Gujranwala, West. WTD 1/19/66.

243 Millwork, veneer, plywood prefabricated structural wood products

FRANCE—Plywood panels (B/BB quality, Okoume), 3-25 mm, in standard sizes. Direct sales preferred. Bois Africains Contreplaques (manufacturers, exporters), 185 Avenue du Professeur-Bergonie, 33-Begles, Gironde. WTD 1/18/66.

302 Rubber footwear

URUGUAY—Boots, rubber, lined, for women and children. Audar S.A. (exporter), Calle Libres 1517, Montevideo. WTD 1/11/66.

311 Leather tanning, finishing

URUGUAY—Leather: wet salted and dry chrome; 30-35 sq. ft. suede or anteloped (hunting); 35-40 sq. ft. lining. Curtiembre Delbono & Pena S.A. (tannery), Calle Barros Arana 5500, Montevideo. WTD 1/5/66.

314 Footwear

KOREA—Men's leather shoes: work, sports, dress; oxfords and boots. Direct sale and agency. Hankook Enterprise Co., Ltd. (manufacturer, exporter), 6, 2-ka, Hweihyun-dong. Chung-ku, Seoul. WTD in preparation.

315 Leather gloves, mittens

CANADA—Men's leather gloves. Direct sale or commission agency. Auclair Gloves Inc. (manufacturers), 35 St. Amand St., Loretteville, P.Q. WTD 12/3/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

348 Fabricated wire products

GERMANY—Rope, steel wire, all kinds and thicknesses; cif Germany ports. Direct sale and agency. Heinrich Puth KG. (manufacturer, exporter), 4 Sprockhoevelerstr., 4324 Blankenstein ueber Hattingen/Ruhr. WTD 12/17/65.

509 Wholesalers

UGANDA—Miscellaneous handicraft items: floor coverings; wood, leather, pottery articles. Seeks U.S. agents. Tusitukirewamu Handicraft Co-Operative Society (exporter), P.O. Box 30535, Nakivubo, Kampala. WTD 1/12/66.

599 Retail stores

MALTA—Stamps, philatelist: first-day covers issued by Malta's General Post Office, Valletta. Ellsgell Import Agency (importer, exporter, wholesaler), 51 Ta Xbiex Sea Front, Msida. WTD 1/13/66.

Significant Awards

IRAQ—(ID 1=U.S. $2.80)—The Ministry of Culture and Guidance has signed a contract with a French firm for two broadcasting stations, one to be built in Basrah, the other in Kirkuk.

The Basrah Broadcasting Station will be broadcasting on a medium wave-length, using a power of 600 kilowatts. The two transmitters may be pooled together, producing one single transmitter of 1,200 kilowatts. The station's antennae will be adaptable to beam transmission to any given area. Costs of equipment delivered to the site are estimated at ID 463,500. The project is to be completed by the end of 1967. The station will be covering the Arab Gulf and the Middle East.

The Kirkuk Broadcasting station, also a medium wave-length station, will broadcast in several languages to the Northern areas and will be using two transmitters each of 120 kilowatts. The building of this station is expected to cost ID 170,000 and is due to be completed in 18 months.

Tender No. D.CG./2 (Dalmaj Project) for modification and renovation of equipment for the control of water in Kut Barrage and the Dujaila and Gharraf Regulators—awarded to Abbas Al Mashta, Babylon Trading Co., Babylon Bldg., Jumhuriya St., Baghdad, at approximately ID 180,000 ($504,000).

(Contract No. DJ 5) published IC 3/22/65 for Husseiniya System North of Dalmaj Irrigation Project—awarded to Abdul Latif al-Hadithi and Haseeb al-Amel, at ID 779,447 ($2,182,452). The contractors' address is 430/1 Rashid St., Senak, Baghdad.

(Contract No. 8, Diyala Weir) for reconstruction of the Diyala Weir, Lower Diyala Irrigation Project—awarded to Mohammed Makhzoumi, Mirjan Building, South Gate, Baghdad, and a Finnish Company, at approximately ID 800,000 ($2,240,000).

(Contract No. 4) published IC 4/26/65 for excavation of Ishaki Main Canal—awarded to the Oriental Contracting Company, Khalid Ben Walid Street, Behind Baghdad, at approximately ID 800,000 ($2,240,000).

SPAIN—The Spanish Government is undertaking a number of nuclear power projects. Below is listed new information concerning three of the projects; the Nucleonor plant, the Zorita plant, and the joint Spanish-Portuguese plant.

The Nucleonor plant contract was awarded to General Electric, and the capacity of the plant will be increased from 300MW to 460 MW. Final Governmental approval will be delayed pending the submission of a new application to the Ministry of Industry.

The plant will have only one reactor and one turbo-generator. The reactor will be housed in a 12 story building and will weigh about 300 metric tons. The Zorita Plant is now under construction, 15% of the work being completed.

An announcement was made about the Spanish-Portuguese plant that the joint study group conducting exploratory work will finish its deliberations in April 1966. The preliminary studies indicated that the plant, if built, will be of at least 500MW capacity and the earliest possible date for the invitation of construction would be 1970.

SYRIA—The French firm Trindel was awarded the contract for the construction of the 315 km. high tension net linking Homs, Aleppo and Damascus. The contract is valued at about 31 million French francs (100 Franc=$20.41). The same firm also will share with the firm Jeumont the construction of four substations, two at Damascus and one at Homs and Aleppo. Financing will be provided by the credits extended in June by the Banque du Paris et des Pays Bas.

Future Construction

AUSTRALIA—An Australian firm has been awarded a large contract to build a new pumping station for the Snowy Mountain Hydroelectric Project, one of the world's largest irrigation and power undertakings. The contract, for just under £2,500,000 ($5.6 million) has gone to John Holland Construction, Pty., Ltd. It is for construction of the Jindabyne pumping station and pipeline. The project, in association with the Jindabyne dam, will make available an additional 285,000 acre feet of water each year for power generation and irrigation.

The Snowy Mountain project is being built at the cost of £400,000,000 ($900 million). It is now in an advanced stage with both the States of Victoria and New South Wales benefiting from its power production which will eventually reach a capacity of more than 3,000,000 kilowatts. Water for irrigation will open large areas of land for intensive agricultural development.

CHILE—The Inter-American Development Bank announced approval of a loan equivalent to $2.5 million from the Fund for Special Operations to help expand educational facilities at a technical university in Valparaiso, Chile.

The borrower is the *Universidad Tecnica Federico Santa Maria*, a private institution which provides technical education at intermediate and advanced levels.

The Bank loan will finance 60% of the cost of the first stage of the development plan, which involves expansion of the installations of the university-level schools, including the remodeling of laboratories and classrooms and construction of new units, and the purchase of new laboratory equipment; and construction of a new building in Valparaiso for the intermediate level School of Arts and Crafts, with supplementary shop and laboratory equipment. This building will also house the Night School.

The project is in line with Chile's efforts to expand the number of graduates at the professional and sub-professional levels in order to fulfill its Ten-Year Economic and Social Development Plan being carried out within the framework of the Alliance for Progress program.

GREECE—The contract between the Greek Government and the French firm *Nord Aviation* for the supply of a drone and towed target has been signed for a target system in the NATO Missile Firing Installation in Crete (NAMFI).

Between the time of the opening of the bids in October 1964 and the signature of the contract, the NAMFI target system project was drastically curtailed to almost one half of the size called for in the bid invitation. Nord Aviation's quotation amounted to $38.3 million, while the value of the contract is about $20 million. The contract calls for the supply of 450 target drones during a three-year period.

The contract for the instrumentation valued at $20 million was awarded to Bendix Corporation of New York.

LIBYA—Air Products and Chemicals, Inc. of Allentown, Pa., signed a £3 million ($8.4 million) contract with Esso Standard Libya, Inc., to supply a principal unit of Esso's mammoth gas liquefaction project at the Marsa el Brega terminal. When completed in 1968, the plant will be the largest gas liquefaction installation of its kind in the world, roughly 2.5 times larger than the Arzew plant in Algeria.

Awarded through international competitive bidding, the contract involves the design, engineering and procurement of the "Cold Box"

(a vital part of the project), and is the first step in the overall construction plan.

PORTUGAL—Foster-Wheeler Corporation of Livingstone, N.J., has been awarded a $50 million contract by SACOR—*Sociedade Anonima Concessionaria da Refinacao de Petroleos em Portugal*—to build an oil refinery in Matosinhos, a suburb of Oporto. The refinery will be able to refine two million tons of oil a year and is expected to start functioning early in 1968. While the refinery is being constructed, a new dock will be built in the port of Leixoes near Oporto, which will be able to handle oil tankers with a displacement of 100,000 tons. The total investment in refining and dock facilities is expected to reach $70 million.

UN approves 82 pre-investment projects valued at $225 million for emerging lands

Development efforts offer good potential for U.S. business community; host governments will provide more than half of needed funds

The Governing Council of the United Nations Development Program/Special Fund (formerly "United Nations Special Fund Projects") has approved 82 pre-investment development projects totaling $255 million, at its January meeting.

Of this total, $104.1 million will be financed by the UNDP/SF and the remainder is to be provided by the Governments concerned.

The United Nations Development Program/Special Fund was organized primarily to assist less developed countries in improving their economy and increasing trade. Over the past seven years the fund has assisted approximately 522 projects costing a total of $1,151 million.

Of this total, $478 million was provided by the UNDP/SF and the equivalent of $673 million was furnished by the recipient Governments. At last count 364 of these projects were operational.

This year, for the first time, 100 projects reached operational stage in a single 12-month period. Seventy projects have been successfully completed, resulting in an impressive mobilization of new capital, dissemination of new skills and transfer of new technology. Established centers for advanced research are giving vital impetus to agricultural and industrial growth, and are providing both the climate and the facilities for further technological advance.

Pprojects approved by the UNDP/SF are potentially good sources of business for the U.S. business community, especially firms in the field of engineering, consultative service, instructional service and audio-visual equipment and the supply of construction equipment and related supplies.

Among the projects approved, seven are in new fields. Four are directly concerned with increasing the quality and degree of participation of the local population in socio-economic development and three are for pilot projects in work-oriented adult literacy training.

In all of these projects the UNDP/SF will assist in organizing and building up the central services, in preparing suitable reading materials linked with practical agricultural and industrial vocational training, in training national personnel in the new techniques of functional literacy and in directing a small number of pilot schemes in carefully selected industrial and agricultural areas.

Fifteen projects are either direct follow-ups concerned with expanding the results of previous "Special Fund" assisted activity, or are projects arising out of such activity.

Following is a list of projects approved by the Governing Council, listed by project number, country, type of assistance recommended and the designated "Executing Agency." In order to expedite the handling of inquiries, firms should include the project No. and country in their requests, e.g., DP/SF/R.1/Add. 1: Togo.

DP/SF/R.1/Add. 1—Afghanistan: Training and demonstration in animal health and animal husbandry. DP/SF/R.1/Add. 2—Algeria: Accelerated training of agricultural technicians, Executing Agency: The Food and Agriculture Organization of the United Nations (FAO). DP/SF/R.1/Add. 3—Algeria: Natural resource surveys, agricultural experimentation and demonstration in the Hodna Region, Central Algeria; Executing Agency: FAO. DP/SF/R.1/Add. 4—Algeria: Work-oriented adult literacy pilot project; Executing Agency: FAO. DP/SF/R.1/Add. 5—Argentina: National Center for Hydraulic and Applied Hydrological Research, Ezieza; Executing Agency: The United Nations Educational, Scientific and Cultural Organization (UNESCO). DP/SF/R.1/Add. 6—Argentina: Strengthening the Pan American Zoonoses center Ramos Mejia and Azul: Executing Agency: The World Health Organization (WHO). DP/SF/R.1/Add. 7—Bolivia: Development of the gold deposits of the Tipuani area; Executing Agency: The United Nations (UN). DP/SF/R.1/Add. 8—Brazil: Hydrological studies of the upper Paraguay river basin; Executing Agency: UNESCO.

DP/SF/R.1/Add. 9—Brazil: Meteorological services development in northeastern Brazil; Executing Agency: The World Meteorological Organization (WMO). DP/SF/R.1/Add. 10—Brazil: Power development program for the southern region; Executing Agency: The International Bank for Reconstruction and Development (IBRD). DP/SF/R.1/Add. 11—Brazil: Survey of the San Francisco River Basin (Phase II); Executing Agency: FAO. DP/SF/R.1/Add. 13—Chile: Naval construction training and research center, Valdivia; Executing Agency: UNESCO. DP/SF/R.1/Add. 14—China: Food Processing Institute, Changhua; Executing Agency: FAO. DP/SF/R.1/Add. 15—China: Urban planning and housing; Executing Agency: UN.

DP/SF/R.1/Add. 16—Congo (Brazzaville): Forestry training and demonstration center, Mossendjo; Executing Agency: FAO. DP/SF/R.1/Add. 17—Congo (Brazzaville): Mineral exploration in the southwest; Executing Agency: UN. DP/SF/R.1/Add. 18—Congo (Brazzaville): Survey and development of Pelagic fish resources; Executing Agency: FAO. DP/SF/R.1/Add. 19—Congo (Democratic Republic of): National school of telecommunications, Leopoldville; Executing Agency: The International Telecommunication Union (ITU). DP/SF/R.1/Add. 20—Cuba: Faculty of technology, University of Havana; Executing Agency: UNESCO. DP/SF/R.1/Add. 21—Dahomey: Pilot development of groundwater; Executing Agency: FAO. DP/SF/R.1/Add. 22—Ecuador: Faculty of agricultural sciences and veterinary medicine, University of Guayaquil; Executing Agency: FAO.

DP/SF/R.1/Add. 23—Ecuador: Forestry training center, Conocoto; Executing Agency: FAO. DP/SF/R.1/Add. 24—Ecuador: Improvement and expansion of the national agricultural research institute (INIAP); Executing Agency: FAO. DP/SF/R.1/Add. 25—Gabon: Engineering study of the Owendo-Belinga Railway; Executing Agency: IBRD. DP/SF/R.1/Add. 26—Gabon: National forestry institute, Cap Esterias; Executing Agency: FAO. DP/SF/R.1/Add. 27—Greece, Strengthening the forestry research institute, Athens; Executing Agency: FAO.

DP/SF/R.1/Add. 28—Guinea: Strengthening agricultural training at the national agricultural school, Kindia; Executing Agency: FAO. DP/SF/R.1/Add. 29—India: Assistance to the Calcutta metropolitan water and sanitation authority; Executing Agency: WHO. DP/SF/R.1/Add. 30—India: Improvement of milk production in the Calcutta area; Executing Agency: FAO. DP/SF/R.1/Add. 31—India: Institute for petroleum exploration, Dehra Dun (Phase II); Executing Agency: UN. DP/SF/R.1/Add. 34—Iran: Soil institute and associated pilot development project; Executing Agency: FAO.

DP/SF/R.1/Add. 35—Iran: Work-oriented adult literacy pilot project; Executing Agency: UNESCO. DP/SF/R.1/Add. 37—Kenya: Range management division of the ministry of agriculture and animal husbandry; Executing Agency: FAO. DP/SF/R.1/Add. 39—Madagascar: Survey and development of selected forest areas; Executing Agency: FAO. DP/SF/R.1/Add. 40—Malawi: Land and water resources development in southern Malawi; Executing Agency: FAO. DP/SF/R.1/Add. 41—Malaysia: Food technology research and development center; Executing Agency: FAO. DP/SF/R.1/Add. 42—Mali: Work-oriented adult literacy pilot project; Executing Agency: UNESCO.

DP/SF/R.1/Add. 43—Mexico: Training, research and extension in animal husbandry at the school of agriculture (ITESM), Monterey; Executing Agency: FAO. DP/SF/R.1/Add. 44—Morocco: Pilot development and agricultural training in selected rural zones of the western rif; Executing Agency: FAO. DP/SF/R.1/Add. 46—Nigeria: Kainji lake research project: Executing Agency: FAO. DP/SF/R.1/Add. 47—Nigeria: National technical teacher training college, Lagos; Executing Agency; UNESCO. DP/SF/R.1/Add. 45—Nepal: Feasibility study of irrigation development in the Terai Plain (Phase II); Executing Agency: FAO.

DP/SF/R.1/Add. 48—Pakistan: Development of the East Pakistan forest research institute, Chittagong; Executing Agency: FAO. DP/SF/R.1/Add. 49—Pakistan. Hydrological survey in East Pakistan (Phase II); Executing Agency: FAO. DP/SF/R.1/Add. 50—Paraguay: Supplementary assistance for a road survey in southern Paraguay; Executing Agency: IBRD. DP/SF/R.1/Add. 51—Peru:

Fishery research and development project; Executing Agency: FAO.

DP/SF/R.1/Add. 53—Poland: Sub-surface exploration for potassium salts: Executing Agency: UN. DP/SF/R.1/Add. 54—Republic of Korea: Pre-investment survey of the Naktong river basin; Executing Agency: FAO. DP/SF/R.1/Add. 55—Republic of Viet-Nam: National technical center, Phu-Tho (Saigon); Executing Agency: UNESCO. DP/SF/R.1/Add. 56 Rwanda: Pilot plant for industrialization and pyrethrum production, Mukingo; Executing Agency: UN. DP/SF/R.1/Add. 57—Saudi Arabia: Secondary school teacher training college, Riyadh; Executing Agency: UNESCO. DP/SF/R.1/Add. 58—Senegal: Survey and development of pelagic fish resources; Executing Agency: FAO.

DP/SF/R.1/Add. 59—Sierra Leone: Land transport survey; Executing Agency: IBRD. DP/SF/R.1/Add. 60—Sierra Leone: Survey and development of pelagic fish resources; Executing Agency: FAO. DP/SF/R.1/Add. 62—Somalia: Grain marketing, storage and price stabilization; Executing Agency: FAO. DP/SF/R.1/Add. 63—Thailand: Soil fertility research; Executing Agency: FAO. DP/SF/R.1/Add. 64—Thailand: Technical teacher training, Thonburi; Executing Agency: UNESCO. DP/SF/R.1/Add. 65—Tunisia: National productivity institute, Tunis, Executing Agency: ILO.

DP/SF/R.1/Add. 68—Turkey: Geothermal energy survey of western Anatolia; Executing Agency: UN. DP/SF/R.1/Add. 69—Uganda: Small industry development program and establishment of an industrial estate, Kampala; Executing Agency: UN. DP/SF/R.1/Add. 70—United Arab Republic: Lake Nasser development center, Aswan; Executing Agency: FAO. DP/SF/R.1/Add. 71—United Kingdom: British Guiana: Forest industries development survey; Executing Agency: FAO. DP/SF/R.1/Add. 72—United Kingdom: British Guiana: Power development survey; Executing Agency: UN. DP/SF/R.1/Add. 73—United Kingdom: Fiji: Survey of the transport system; Executing Agency: UN. DP/SF/R.1/Add. 74—United Kingdom: Mauritius: National system of vocational and technical education; Executing Agency: ILO.

DP/SF/R.1/Add. 75—Venezuela: National center for training and applied research in community development; Executing Agency: UN. DP/SF/R.1/Add. 77—REGIONAL: Algeria, Libya, Morocco and Tunisia: Center of industrial studies for the Maghreb; Executing Agency: UN. DP/SF/R.1/Add. 78—REGIONAL: Cameroon, Central African Republic, Congo (Brazzaville) and Gabon; Inland fisheries project; Executing Agency: FAO. DP/SF/R.1/Add. 80—REGIONAL: Guinea, Mali, Mauritania and Senegal: Design of a system of water management in the upper Senegal river catchment: Executing Agency: UN.

DP/SF/R.1/Add. 81—REGIONAL: Kenya, Sudan, Uganda, United Arab Republic, and United Republic of Tanzania: Hydrometeorological survey of the catchments of lakes Victoria, Kioga and Albert; Executing Agency: WMO. DP/SF/R.1/Add. 82—REGIONAL: Central America fishery development project; Executing Agency: FAO. DP/SF/R.1/Add. 83—REGIONAL: Argentina, Bolivia, Chile, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Paraguay, Peru, Uruguay and Venezuela: Latin American institute for economic and social planning, Santiago; Executing Agency: UN. DP/SF/R.1/Add. 85—REGIONAL: Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Panama; Expansion and improvement of hydrometeorological and hydrological services in the Central American Isthmus; Executing Agency: WMO.

Firms interested in obtaining detailed summaries on the foregoing projects should direct their inquiries to Department of Commerce, Rm. 4203, Trade Opportunities Staff, Office of Marketing and Services, Washington, D.C. 20230. (Telephone: 202-WO 7-4674.)

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BELGIUM—Ernest Cools, Etablissements Komet, 93 Boomsesteenweg, Antwerp, **interested in contacting manufacturers of cutting tools, milling machines, tool milling machines, hydraulic clamps, and requesting technical information.** Jan. 21 via Chicago for 4-6 weeks. c/o Mrs. Paul Winchester, 104 E 28th St., Holland, Mich. Itinerary: Chicago, Chattanooga, Los Angeles. WTD under revision.

CHILE—Bernardo Schiffrin P., Sociedad Industrializadora de Plumas Ltda., Av. La Paz 422, Santiago, **interested in coil springs and upholstery nail-making machinery; requesting technical information.** Jan. 29 via Miami for 60 days. c/o 240 West Lake Drive, Bay Ridge, Annapolis, Maryland. Itinerary: Miami, Washington, Philadelphia, Chicago, New York. WTD under preparation.

SOUTH AFRICA—Anthony Richard Walwyn representing Bellamy & Lambie (Pty) Ltd. and Westinghouse Brake & Signal Co. S.A. (Pty) Ltd., 7 The Crescent, Village Main, Johannesburg, **interested in licensing manufacture in the United States of "Emerald" automatic, self-heating electric washing machines.** Jan. 30 via New York for 2 weeks. c/o Templeton, Kenly & Co., Gardner Rd., Broadview, Ill., or c/o A. Thomson, Bendix Corp., 605 3rd Ave., New York, N.Y. 10016, until Feb. 12. Itinerary: New York. WTD in preparation.

New Books and Reports

***Japanese Court Decisions in Patent Infringement Cases: 1955-63.* By Dr. Koei Toyosaki. Published by the American Chamber of Commerce in Japan, Tokyo. 102pp. $6.50.**

In many cases the success of a U.S. business venture in Japan depends on the strength of the patents on the technology or equipment involved.

The American Chamber of Commerce in Japan, realizing the need for some guidance in this field for foreign business enterprises, believed that a study of recent Japanese court decisions in patent infringement cases would provide a means of analyzing the similarities and differences between the views of Japanese courts and courts of other countries. Dr. Koei Toyosaki, Professor of Commercial and Industrial Property Law at Gakushuin University in Tokyo, was commissioned to prepare a digest of significant decisions rendered in patent infringement cases from 1955 to 1963. This publication is a translation of that digest.

Write: American Chamber of Commerce in Japan, 701 Tosho Bldg., 14, 3-Chome, Marinouchi, Chuyoda-ku, Tokyo.

***Worldmark Encyclopedia of the Nations (5 vols.)* Published by Harper and Row, New York. Over 1,700 pp. $49.95.**

The Encyclopedia contains basic information about practically every country in the world, given under 50 different headings, which include: transportation, communications, economy, income, labor, energy and power, foreign trade, balance of payments, banking, insurance, securities, public finance, taxation, customs and duties, foreign investments, economic policy, and industry.

Write: Harper & Row, Publishers, 51 East 33rd Street, New York, N.Y. 10016.

***Marketing in Nigeria.* Raymond W. Baker. Journal of Marketing, Vol. 29, July 1965, pp. 40-48. American Marketing Assn., Chicago. Reprints $1.**

Analyzes and describes the marketing patterns and techniques found in Nigeria, and outlines some of the changes that are taking place as the country develops. Includes statistical data on consumers' expenditures, imports by major commodity groups, and manufactured products for various years since 1950.

Write: American Marketing Assn., 230 N. Michigan Ave., Chicago, Ill. 60601.

***Proceedings of the First Southcentral Louisiana Conference on Foreign Trade.* Thibodaux, Louisiana. 45pp. Free.**

Papers presented at the conference dealt with the role of the banker in foreign trade, the sugar market, the economic impact of port operations, national and local programs to aid the foreign trader, and finding markets abroad for new and old traders.

Write: Dr. Louis J. Rodriguez, Chairman, Dept. of Business Admin., Nicholls State College, Thibodaux, Louisiana.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201980/30

Calendar *for international traders*

ATLANTA—Feb. 10—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

ATLANTA—Feb. 24—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

AURORA, ILL.—Feb. 9—In-Office Meeting for New Exporters, Chamber of Commerce.

BELLEVILLE, ILL.—Mar. 8—"Show You" Export Workshop, Chamber of Commerce. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club; Chamber of Commerce.

BOSTON—Feb. 14—Course in International Marketing, first of five weekly sessions, 3:30 p.m., International House. Sponsor: World Trade Center in New England, Inc.

BOSTON—Mar. 3—Foreign Commerce Club of Boston, annual meeting, Parker House Roof.

CAMBRIDGE, MASS.—Feb. 10—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel.

CEDAR RAPIDS, IOWA—Feb. 15—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 6 p.m., Roosevelt Hotel.

CHICAGO—Feb. 8—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Feb. 10—International Trade Club, luncheon, 12:15 p.m., Sherman House.

CHICAGO—Feb. 10—In-Office Meeting for New Exporters, Field Office.

CHICAGO—Feb. 16—Chicago-Midwest Credit Assn., La Salle Hotel.

CHICAGO—Feb. 24—In-Office Meeting for New Exporters, Field Office.

CHICAGO—Feb. 28-Mar. 1—Chicago World Trade Conference, LaSalle Hotel.

CHICAGO—Mar. 8—Fifth Annual Seminar on Principles and Techniques in Exporting, first of seven weekly sessions, 6-8:15 p.m., Midland Hotel. Sponsor: International Trade Club.

CHICAGO—Mar. 8—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Mar. 15—In-Office Meeting. Field Office.

CHICAGO—Mar. 15—International Trade Club on "Principles and Techniques in Exporting", 6 p.m., Midland Hotel.

CHICAGO—Mar. 17—International Trade Club Luncheon, LaSalle Hotel.

CINCINNATI—Feb. 25—Export Workshop, 10-11 a.m., Field Office. Sponsor: REEC.

CLAYTON, MO.—Feb. 15—"Show You" Export Workshop, Insurance Co. of North America. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

CRANSTON, R.I.—Mar. 15—Annual Rhode Island World Trade Conference, Colony Motor Inn.

DALLAS—Feb. 8—In-Office Export Expansion Workshop, Field Office. Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce.

INDIANAPOLIS—Mar. 17—Indianapolis Export Expansion Workshop, Chamber of Commerce. Speaker: **Roy L. Morgan, Director, Office of Field Services.**

KANSAS CITY, KAN.—Feb. 15—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Feb. 24—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Mar. 22—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, MO—Feb. 8—Meeting for New Exporters, 6 p.m., Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Feb. 8—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Feb. 10—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Mar. 8—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Mar. 10—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

LAKE CHARLES, LA.—Feb. 10—Export Conference. Speaker: Marvin W. Melton, Member of U.S. Trade Mission to Ethiopia, Sudan, Somalia. Sponsors: REEC; Lake Charles Assn. of Commerce; Field Office, Department of Commerce.

LOS ANGELES—Feb. 25—In-Office Export Expansion Seminar, 9:30 a.m., Field Office Sponsor: Field Office, Department of Commerce.

MILWAUKEE—Feb. 15—World Trade Club, Wisconsin Club.

MILWAUKEE—Mar. 3—World Trade Club, monthly meeting, Holiday Inn—Central.

MINNEAPOLIS—Feb. 10—Upper Midwest REEC Meeting, 12:15 p.m., Tempo Restaurant.

NEW YORK—Feb. 8—Overseas Automotive Club, International Meeting, 3-5 p.m., Hilton Hotel.

NEW YORK—Feb. 15—FCIB Hardware-Automotive Luncheon Meeting, 12:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Feb. 17—FCIB Drug, Chemical & Food Export Club, 12:15 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Mar. 2—Export Training Course, 1st of seven weekly sessions, Long Island University, Brooklyn. Sponsors: College of Business Administration, Long Island University; Field Office, Department of Commerce; REEC.

NEW YORK—Mar. 3—In-Office "Profits in Exports" Meeting, Field Office. Sponsors: National Notion Assn.; Field Office, Department of Commerce.

PHILADELPHIA—Feb. 9—In-Office Conference on "Advertising in Export," Field Office.

PITTSBURGH—Feb. 15—In-Office Export Workshop, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

PLAINVIEW, N.Y.—Feb. 17—International Trade Symposium, Holiday Inn. Sponsors Long Island Assn. for Commerce and Industry; N.Y. State Dept. of Commerce; Field Office, Department of Commerce.

PROVIDENCE, R.I.—Feb. 15—World Trade Club, dinner meeting, Johnson's Hummocks Restaurant.

ROCKFORD, ILL.—Feb. 15—In-Office Meeting, 8 p.m., Central Illinois Gas & Electric Bldg.

ST. LOUIS—Feb. 7—Export Workshop on FCIA, St. Louis Chapter of American Institute of Banking. Sponsors: REEC; American Institute of Banking; Field Office, Department of Commerce.

ST. LOUIS—Feb. 8—"Show You" Export Workshop, Mercantile Trust Co. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

ST. LOUIS—Mar. 22—"Show You" Export Workshop, Anheuser-Busch, Inc. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

TACOMA, WASH.—Feb. 10—Export Seminar, 10 a.m.-12 noon, Propeller Club, Port Industrial Cafe.

UNITED STATES
GOVERNMENT
DIVISION OF
WASHINGTON
OFFICIAL
UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

le dining-room de Mr&Mme Mac Lean à Boston en 1847

Lampe de cuivre, table ronde et sièges à dossier en bois blond... c'est toute la vieille Amérique qui revit dans cette salle à manger. Ces jolis meubles chaleureux, simples et confortables sont de séduisants exemples du style Early American que vous propose Levitan. Lits en bois tourné, tables basses à grands tiroirs, commodes-bateaux, rocking-chairs, causeuses et bien d'autres, vous les trouverez chez LEVITAN Jeune, ainsi que toutes les productions des grandes marques françaises Airborne, Dunlopillo, Rachet, Simmons, Steiner. Demandez dès aujourd'hui notre documentation gratuite n° A 97.

LEVITAN jeune

Elysées Sélection
122, Champs-Elysées

63, bd Magenta

Maine Sélection
41, bd du Montparnasse

Reprinted by permission from the December issue of *Connaissance Des Arts*, Paris.